

THE AMERICAN ELEVATOR AND GRAIN TRADE



Printed in U. S. A. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879. Established 1882

PUBLISHED BY
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum
SINGLE COPIES, 15 CENTS

VOL. XL

431 South Dearborn Street, Chicago, Ill., May 15, 1922

NO. 11

WE ARE PROGRESSIVE ENOUGH
TO BE AGGRESSIVE FOR YOU

McKENNA & DICKEY
Grain

60 BOARD OF TRADE
CHICAGO

For your
Business Sake
Communicate

GOUDY MAYFIELD

HERBERT McNAMEE

Consign Grain and Hay to

MAYFIELD & COMPANY

GRAIN—HAY—STOCKS—BONDS—PROVISIONS

116 W. Monroe Street

332 So. La Salle Street

CHICAGO

Consignments

Sales to Arrive

Track Purchase

Buyers
OF

Clover

AND

Timothy
Seed

Mail Samples for Top Market Bids

Milwaukee
Seed Company

MILWAUKEE, WIS.

DRIED BUTTERMILK

FEED FORMULAS

FEED SYSTEM ENGINEERING

S. T. EDWARDS & CO.

1106-110 S. Dearborn St., Chicago

THE ILLINOIS SEED CO.
GRASS SEEDS FIELD

BUYERS

CHICAGO

SELLERS

Ask for Samples

Mail Samples for Bids

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-
TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

J. A. BENSON COMPANY

Receivers and Shippers

HAY, STRAW, GRAIN AND MILL FEEDS

Room 904
Postal Telegraph Bldg.

CHICAGO, ILL.

McKINNEY & WILSON

GRAIN BROKERS

Produce Exchange Building,
New York

EXPORT AND DOMESTIC
WHEAT, CORN, RYE, OATS,
BARLEY

We want your offers:

Cif Buffalo, Bay Ports,
Track Atlantic Seaboard Ports
Fob Atlantic and Gulf Ports

We Are Strictly Brokers

COURTEEN SEED CO.

Specialize in all

GRASS AND FIELD SEEDS

SHIPPERS. Send Samples for Bid.

BUYERS. Ask for samples and prices.

MILWAUKEE, WISCONSIN

BACHE SERVICE

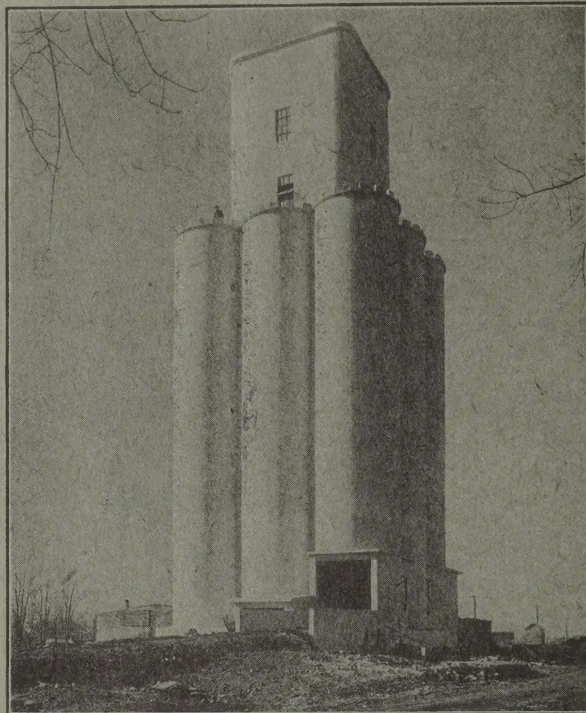
Two words which mean so
much toward the success of
many country grain dealers
on their

CONSIGNMENTS
SALES TO ARRIVE

WHY NOT USE IT

J. S. BACHE & CO.

Commission Merchants
Chicago - - Ill.



Keep It Moving Into Your Bins

When the crop begins to move there is no time for anything but unloading grain—getting it from the farmers' wagons into your elevator.

Whether it goes into your house or your competitors' depends upon the care you gave to your belts during improvement time.

You can't afford a break-down now!

In "LEGRAIN" Goodrich offers operators and elevator builders a belt which affords maximum insurance against stoppage—a belt which exactly meets the requirements of the service. You can rely on "LEGRAIN" to carry you through many seasons.

THE B. F. GOODRICH RUBBER COMPANY

Akron, Ohio

Goodrich

"Legrain" BELTS

WESTERN SERVICE

LIKE
WESTERN
Shellers and Cleaners
and
Complete Elevator Equipments
RANKS FIRST

Read customer's letter proving this statement

OTIS J. BEAR
JOHN J. GRUSSING

Elevators
Royal—C. & E. I. R. R.
St. Joseph—Big Four

BEAR & GRUSSING
GRAIN, COAL, SEEDS

Union Iron Works,
Decatur, Ill.

St. Joseph, Ill., Feb. 10, 1922.

Gentlemen:

We certainly appreciate the quick service given on our order for transmission rope yesterday morning. Ten years of observation leads us to believe that no other concern dealing in elevator machinery and supplies can come anywhere near equalling your courtesy and service to your customers.

Yours truly,
BEAR AND GRUSSING,
Per Otis J. Bear.

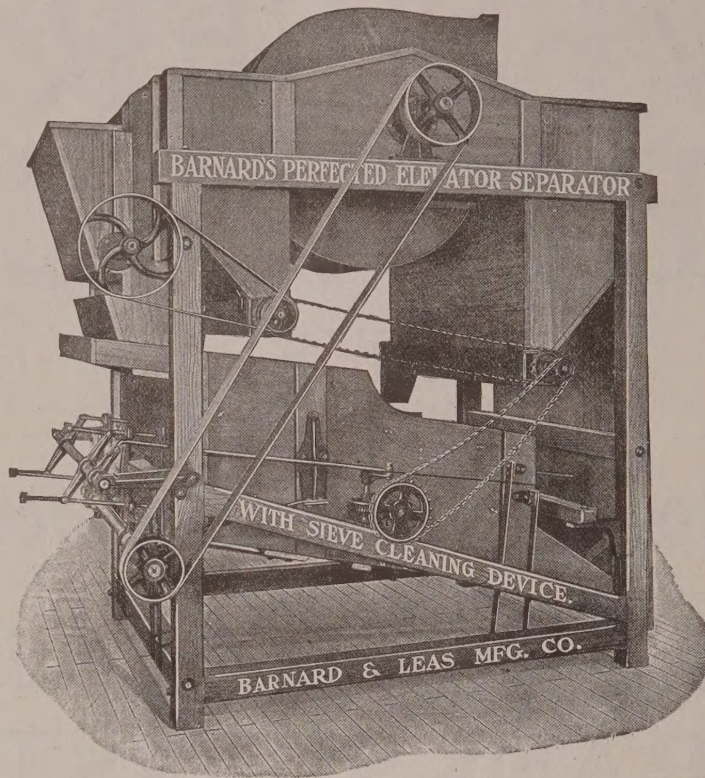
Let us extend this service to you

Drag Chains
Elevator Buckets
Elevator Boots
Turn Heads
Power Shovels
Grain Conveyors

Belting
Feed Gates
Distributors
Manlifts
Car Loading Spouts
Car Pullers
Iron Pulleys

Elevator Heads
Idlers
Trippers
Post Hangers
Pillow Blocks
Shafting

UNION IRON WORKS
DECATUR : : ILLINOIS
Write for Catalog No. 27



Cleans Thoroughly—Does Not Clog

Barnard's Perfected Elevator Separator, illustrated above, is especially designed for use in warehouses and elevators as a receiver of wheat and other small grain. It removes, without clogging, all foreign material, such as stones, sticks, straws, chaff, black seed, sand, screenings, etc., leaving the grain thoroughly clean.

This machine is equipped with our Patented Sieve Cleaning Device, which is far superior to any other device for keeping the sieves perfectly clean and preventing the material from clogging. A valuable feature in the arrangement of the brushes is that they are only eight inches apart under the entire width of the sieve, and consequently prevent the perforated metal from sagging, and insure a perfectly level sieve during its entire lifetime.

The air separations are complete in every way. All material raised by the fan, such as screenings, chaff, dust, etc., is drawn into a settlings chamber, which permits air expansion, allowing the heavy product, such as screenings, to fall into a conveyor which can be discharged on either side of the machine, while the lighter particles, such as dust and light chaff, are discharged out through the fan into a dust collector.

WRITE FOR SPECIAL CATALOG 14-G FOR PRICES AND FULL DETAILS



BARNARD & LEAS MFG. CO.

MILL BUILDERS AND
MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





The Mark of Quality

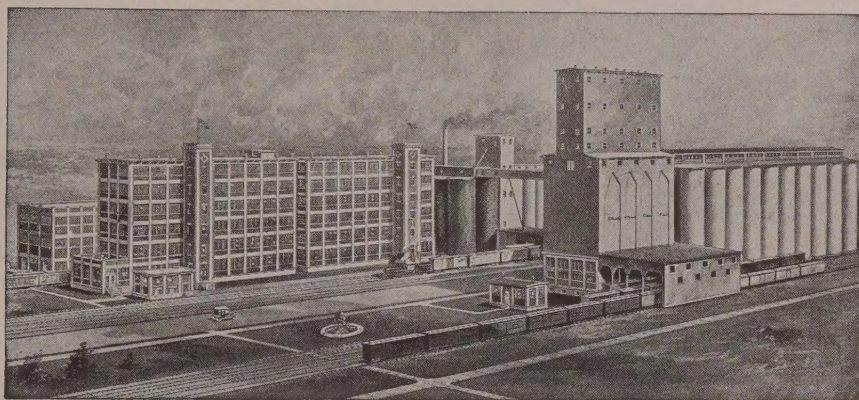
Conveying and Power Transmitting Machinery

FOR THE LARGE AND SMALL ELEVATOR AND MILL

Endurance is the Test of Quality

WELLER MADE EQUIPMENT STANDS THE TEST

Plant of the
Southwestern
Milling Co.,
Kansas City,
Kansas



Equipped With
Weller-Made
Elevating and
Conveying
Machinery

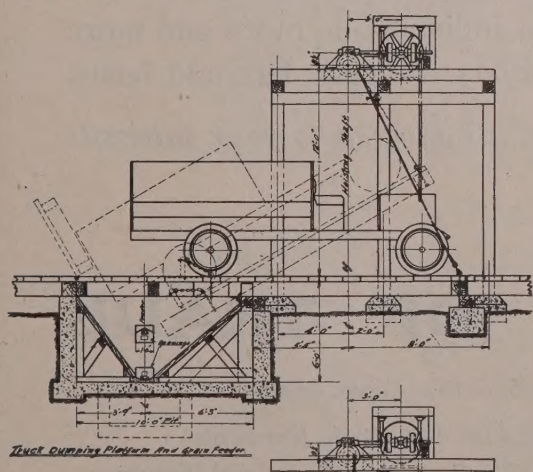
Most of the large and a great number of the small elevators and mills built in the past thirty years are equipped with Weller-Made Machinery—it is a matter of pride with us that many of our customers who, when starting, bought of us, when they were ready to expand specified for equipment made by Weller.

We design and make a complete line of Elevating, Conveying and Power Transmitting Machinery adapted to the handling of Grain, Coal, Etc.

You are invited to correspond with us about your equipment needs. Our engineering department is able to render most satisfactory service with layouts and suggestions and to carry out your wishes.

Catalogue "M" Grain Elevators—Sent on Request.

WELLER TRUCK AND WAGON DUMP



Can be installed in any elevator.

Does not require the services of an expert; anyone familiar with tools and machinery can build the frame and install the lift.

Once erected it requires very little attention.

All the mechanism is overhead in full view of the operator at all times.

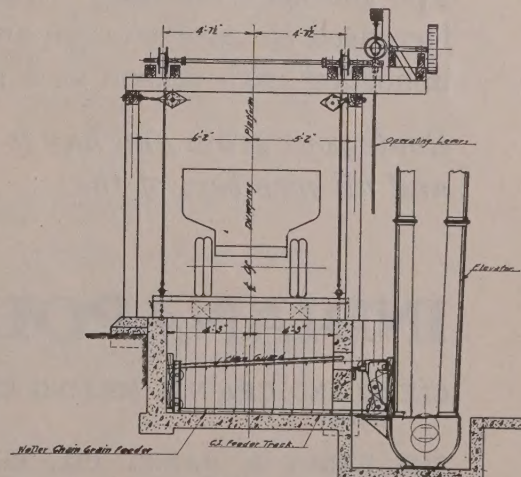
Easily controlled.

Worm gear on hoisting shaft gives positive lock at any point of lift.

No brakes; no air chambers; no hydraulic pumps.

Can be attached to line shafting, operated by motor, gas engine or arranged for hand power.

WRITE FOR INFORMATION



WELLER MFG. CO.

Main Office and Works, 1820 to 1856 N. Kostner Ave.

CHICAGO, ILL.

BRANCHES

NEW YORK

BOSTON

BALTIMORE

PITTSBURGH

SALT LAKE CITY

SAN FRANCISCO

Indianapolis—Your Market

Indianapolis is known as the largest inland railroad city in the country and is the natural destination for shipments of grain from Indiana, Illinois, Ohio, Michigan, Wisconsin and states adjoining.

Its geographical location together with its railroads radiating to all sections of the country, makes it a logical outlet and distributing point to the East, South and Southeast.

These splendid railroad facilities assure quick handling of shipments with prompt returns on same.

Indianapolis also takes a natural



The Indianapolis Board of Trade

pride in having the largest corn mills in the country which, together with its flour mills and vast array of manufacturing industries, creates an exceedingly large local consumption of wheat, corn, oats, rye and hay annually.

This local and foreign demand makes for top prices on all shipments.

The market's adequate weighing facilities, its efficient inspection department, and increased elevator storage and drying equipment makes Indianapolis more and more important each season as a market for shippers and buyers of grain, hay and feeds.

Route your grain and hay to any of the following firms, all devoted to your interests and all members of the

INDIANAPOLIS BOARD OF TRADE

CLEVELAND GRAIN & MILLING CO., Grain Commission

THE EARLY & DANIEL CO., Grain Commission Merchants and Buyers

URMSTON & SON, INC., Grain Commission

H. E. KINNEY GRAIN CO., Receivers and Shippers

BINGHAM-HEWETT-SCHOLL CO., Grain Merchants

LAMSON BROS. & CO., Grain, Seeds

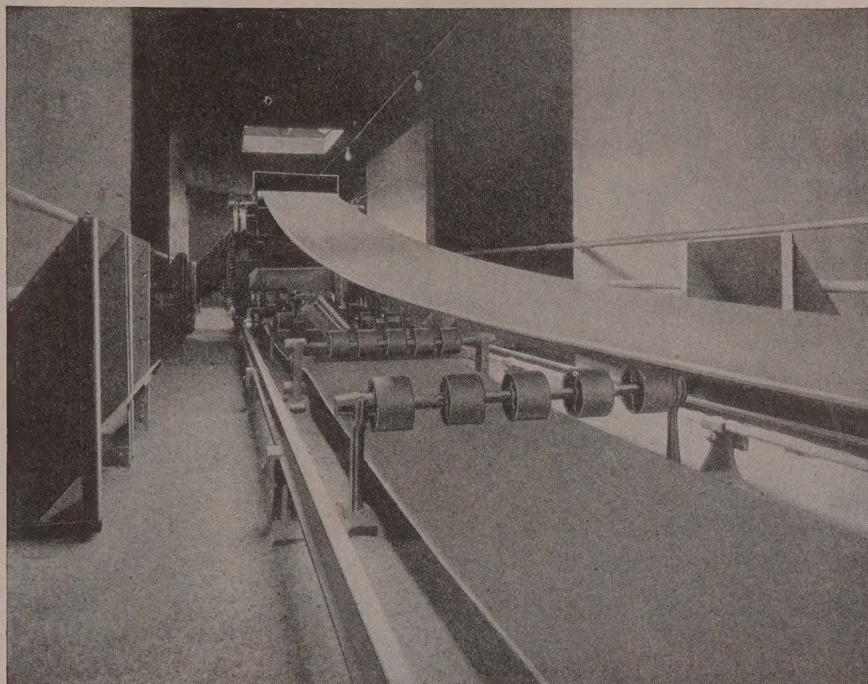
McCARDLE-BLACK CO., Grain Merchants

FRANK A. WITT, Grain Commission and Brokerage

CARL D. MENZIE GRAIN & BROKERAGE CO., Brokers and Grain Commission

STEINHART GRAIN COMPANY, Grain Commission

HEINMILLER GRAIN CO., Receivers and Shippers



WEBSTER Belt Conveyors and Trippers

In the modern grain elevators, Webster Belt Conveyors play an important part in the handling and distribution of grain.

Webster Belt Conveyors are particularly well adapted for grain elevator service, as they deliver the grain steadily, continuously and in uniform quantities.

Trippers are used in connection with belt conveyors for discharging grain into storage bins, and can be moved to any point along the travel of the belt. They are built in hand propelled, self propelled and self reversing type.

Let our engineers who have had years of successful experience in designing of grain elevator equipment offer suggestions for the most economical and satisfactory methods for solving your problems.

THE WEBSTER MFG. COMPANY

4500-4560 CORTLAND ST. CHICAGO

Factories-Tiffin, O. and Chicago - Sales Offices in Principal Cities

CINCINNATI

THE GATEWAY TO THE SOUTH AND EAST

Has the "square deal" plugging system for hay.

Has reconsignment and transit privileges and other favorable points which insures most successful handling of grain or hay shipments.



Home of the Cincinnati Grain and Hay Exchange

Is the terminal point for 200,000 miles of railways and therefore a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage. Has weighing and inspection service second to none and up-to-date grain and hay merchants constantly safeguarding their patrons' interests.

Those are just a few of the reasons why you should ship your Grain and Hay to Cincinnati. Ship to any of the following responsible grain and hay firms, all members of the

Cincinnati Grain & Hay Exchange

CLEVELAND GRAIN & MILLING CO.,
Grain

CURRUS GRAIN CO., Grain and Hay

MUTUAL COMMISSION COMPANY,
Strictly Commission

DE MOLET GRAIN CO., Grain and Hay

T. M. DUGAN & CO., Hay and Grain

THE McQUILLAN CO., Grain, Hay, Feeds

BINGHAM-SCHOLL GRAIN CO., Grain
Exclusively

PERIN, BROUSE, SKIDMORE GRAIN &
MILLING CO., Grain, Hay, Feed

EARLY & DANIEL CO., Hay, Grain, Feed

FITZGERALD BROS. CO., Grain and Hay



John S. Metcalf Co.

Grain Elevator Engineers



OFFICES

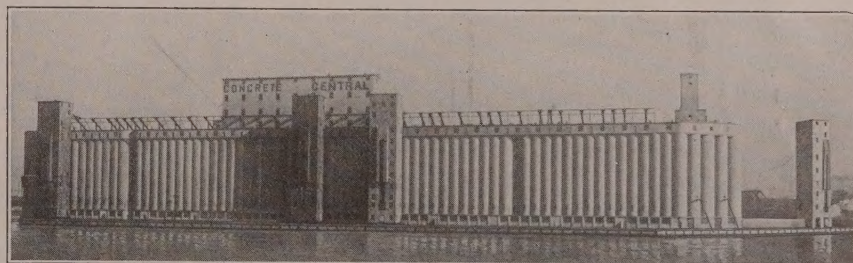
108 So. La Salle St., Chicago, Ill.
54 St. Francois Xaxier St., Montreal, Canada.
395 Collins St., Melbourne, Australia.
639 Calle Maipu, Buenos Aires, Argentina.



MONARCH

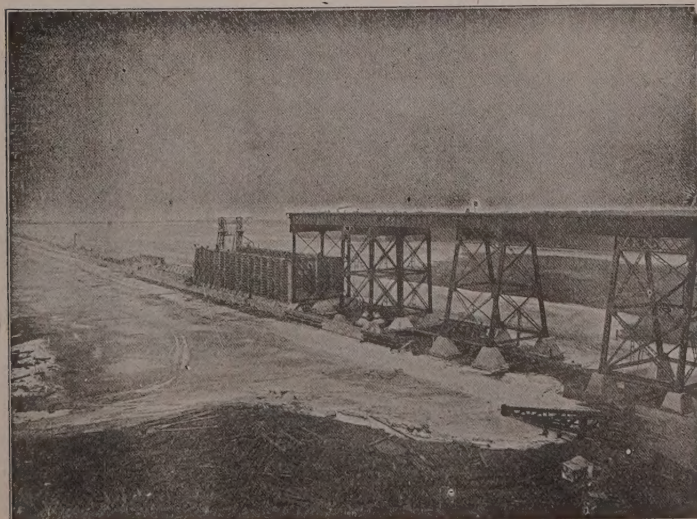
Built Elevators
Assure You
Economical Design
First Class Work
Efficient Operation
and
Satisfaction
Let Us Submit
Designs and Prices

One of the Modern Houses Which Has Made a Record
for Rapid and Economical Handling
CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.



MONARCH ENGINEERING CO.

BUFFALO, N. Y.



The Barnett & Record Company

GENERAL CONTRACTORS

Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

Minneapolis, Minn.

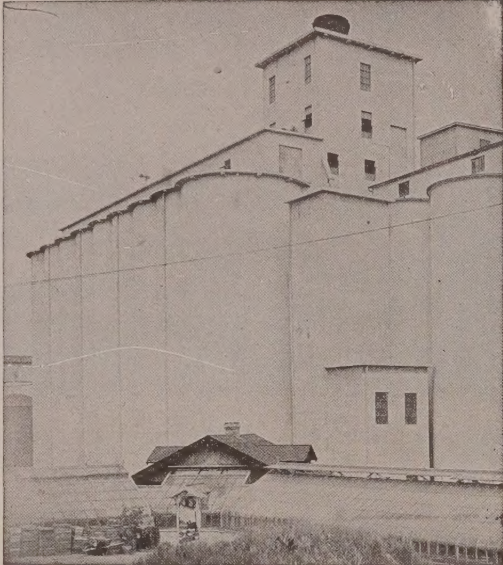
Duluth, Minn.

Fort William, Ontario

MACDONALD ENGINEERING CO. CONSTRUCTING ENGINEERS

New York Chicago San Francisco
90 West St. 53 W. Jackson Blvd. 149 California St.
DESIGNERS AND BUILDERS
OF

GRAIN ELEVATORS, FLOUR MILLS, WAREHOUSES,
COLD STORAGE PLANTS, COAL STORAGE, ETC.
SEND US YOUR INQUIRIES



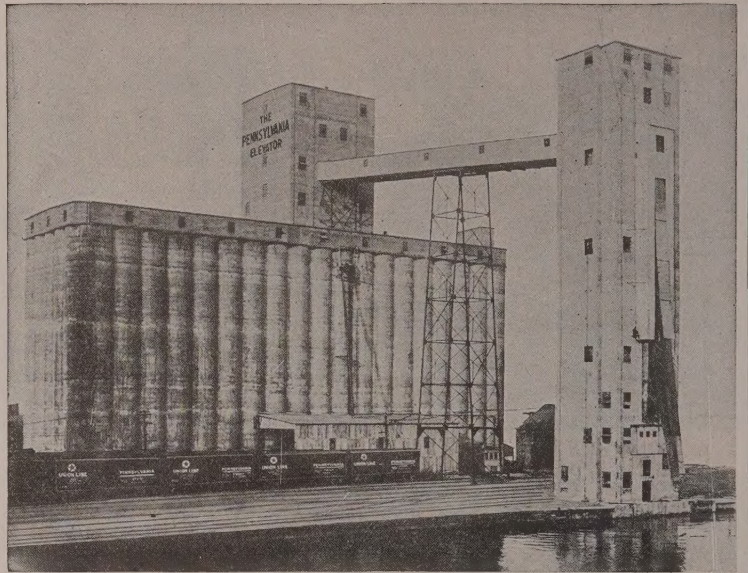
400,000-BUSHEL ELEVATOR
BUILT FOR
POSTUM CEREAL CO., BATTLE CREEK, MICH.
"THERE'S A REASON"

FOLWELL-AHLSSKOG CO.

Engineers and Contractors

*Designers and Builders
OF*

Grain Elevators, Flour Mills, Industrial Plants, and other
Engineering Works



PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine
Tower. Reinforced Concrete. Latest improvements. Write us for
designs and estimates.

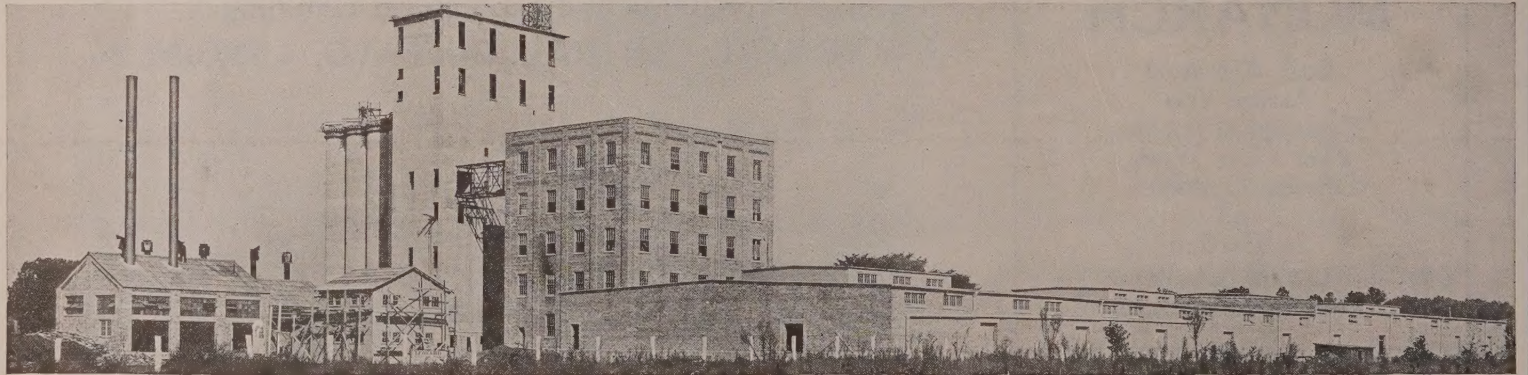
323 N. MICHIGAN AVE., CHICAGO, ILL.

LEONARD CONSTRUCTION COMPANY

37 So. Wabash Ave., Chicago

DESIGNERS AND CONSTRUCTORS

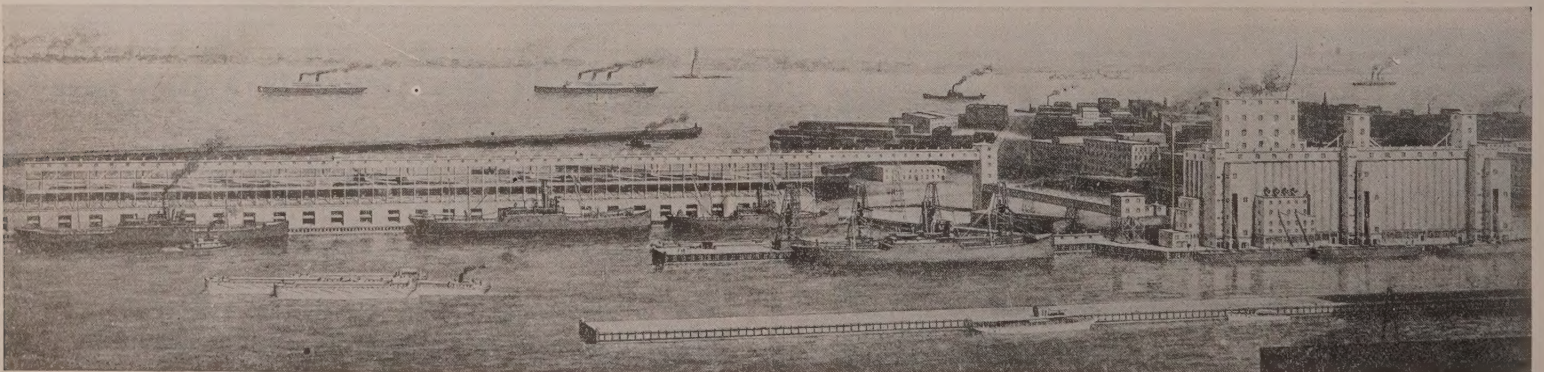
51 Maiden Lane, New York, N. Y.



BUILT IN 1920

MEMPHIS, TENN., PLANT OF THE QUAKER OATS COMPANY

WE INVITE YOUR INQUIRIES

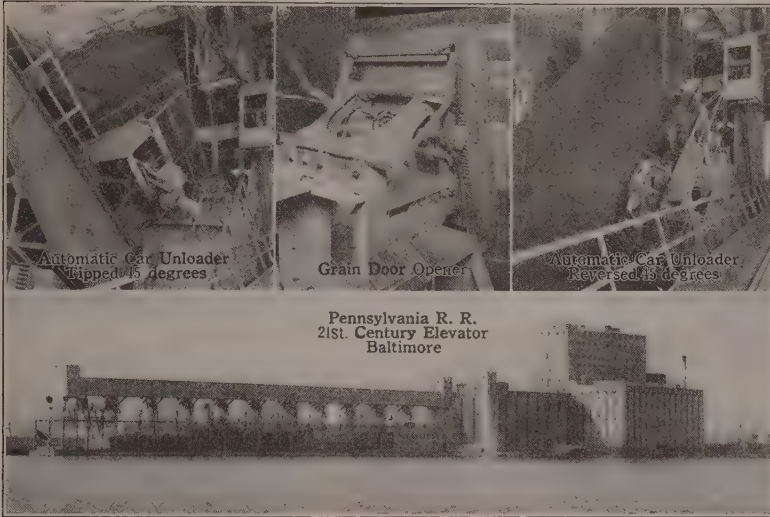


New York State Barge Canal Terminal Elevator Now Under Construction

\$148,345.00 saved by the State of New York in placing contract for this structure with us.

ADVANCED METHODS—INTENSIVELY DEVELOPED ORGANIZATION—MADE THIS POSSIBLE

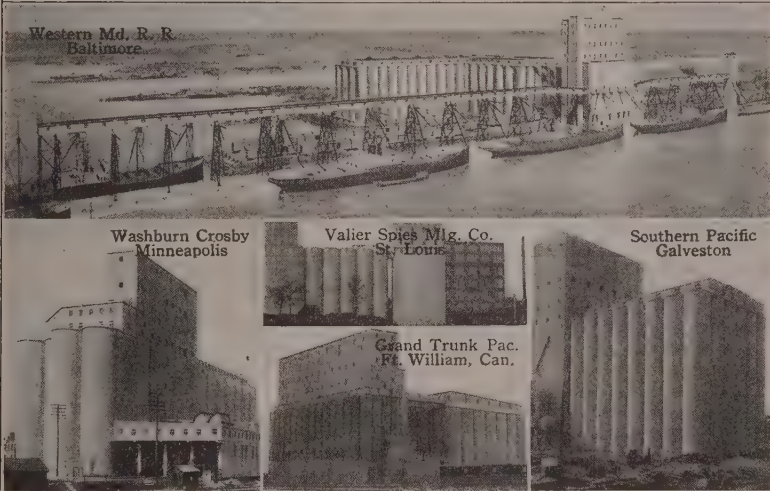
FEGLES CONSTRUCTION COMPANY, Limited MINNEAPOLIS, MINN.
FORT WILLIAM, ONTARIO



JAMES STEWART & COMPANY, Inc.

Designers and Builders
Grain Elevators

1210 Fisher Bldg. Chicago, Ill. In all parts of the world W. R. SINKS
Manager



L. A. STINSON CO.

Engineers and General Contractors

ELEVATORS, MILLS AND WAREHOUSES
COMPLETE

National Life Building Chicago, Ill.

General Overhauling and Improvements

P. F. McALLISTER & CO.

CONTRACTORS - DESIGNERS
Grain Elevators Ear-Corn Plants

COMPLETE

Locust Street Viaduct

Bloomington, Ill.

TOWNSEND B. SMITH

Designer and Builder
of

Grain Elevators

DECATUR, ILL.

THE POLK SYSTEM

All-steel machines for all kinds of
CIRCULAR CONCRETE CONSTRUCTION

We contract grain storages, water
towers and coal pockets.

Polk-Genung-Polk Company

521 Occidental Bldg.,
Indianapolis, Ind.

Fort Branch,
Indiana

Reliance Construction Company

Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an
up-to-date house. Write today.

Board of Trade Building,

INDIANAPOLIS, IND.

Burrell Engineering & Construction Co.

Designers of Grain Elevators, Flour
Mills and Associated Buildings

327 South La Salle Street

Chicago, Ill.



Reinforced Concrete Storage built for the
Quaker City Flour Mills, Philadelphia, Pa.

Be Prepared for the New Crop

Grain Storage Construction Costs are Greatly Reduced.

THE very decided decline in the cost of materials and labor entering into Grain Storage Construction makes this an ideal time to build this class of work. Because of our many years experience building for the Milling Trade we are in a position at this time to give you an up to date plant including machinery layout and erection, at a surprisingly moderate cost.

Estimates and Sketches submitted without charge.

The Spencer Construction Company

Specialists in the design and erection of buildings for the Milling and Grain Trade.

Garrett Bldg., Baltimore, Md.

MAIL THIS COUPON TODAY
Please give information and costs without
charge on...bas. Fireproof Grain Storage
Fill in number of bushels
Name
Address

BALTIMORE, MD.
1523 MUNSEY BLDG.
Telephone Plaza 3722

THE M. A. LONG CO. ENGINEERS AND CONSTRUCTORS GRAIN ELEVATOR DEPARTMENT

NEW YORK, N. Y.
30 CHURCH ST.
Telephone Cortlandt 181

GRAIN ELEVATORS
FLOUR MILLS
STORAGE BINS and TANKS

ANY TYPE OF CONSTRUCTION



STORAGE FOR SECURITY CEMENT & LIME CO.,
SECURITY, MD.

CONSULTING
DESIGNING
CONSTRUCTING

BUILDINGS AND COMPLETE MACHINERY
INSTALLATIONS AND EQUIPMENTS

EIKENBERRY CONSTRUCTION CO.

Designer and Builder of Fire Proof Grain Elevators

329 Unity Building

BLOOMINGTON, ILL.

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES
Randolph Grain Driers
O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

THE BOOK OF WRINKLES

NEEDED by every Elevator Operator and Miller. Contains 171 ingenious and well described and illustrated Devices for Saving Time, Labor and Money in Mills and Elevators. **PRICE, \$1.25 POSTPAID**

MITCHELL BROS. PUB. CO., 431 S. Dearborn St., Chicago

The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners

ALL STEEL



Write for Catalog

The Knickerbocker Company

Jackson, Mich.

Transit Leaks

are unknown to the grain shippers who use

KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.
Shelbyville, Indiana, U. S. A.

FUMIGATION METHODS

By Prof. W. G. Johnson

A complete and practical treatise, fully illustrated **PRICE, \$1.50.**
Mitchell Bros. Pub. Co. - Chicago



YOU CAN
DEPEND
UPON

TRIUMPH CORN SHELLERS

Ask for a copy of our Bulletin on Triumph Corn Shellers. We'll be glad to send it.

THE C. O. BARTLETT & SNOW CO.
Cleveland, Ohio

EAGLE "MIKADO"



PENCIL No. 174



Regular Length, 7 inches

For Sale at your Dealer.

Conceded to be the Finest Pencil made for general use.

EAGLE PENCIL COMPANY, NEW YORK

Since 1893—28 Years Manufacturers of Scales

COLUMBIA MOTOR TRUCK SCALES Are the BEST—"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market.

COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago.

THERE MUST BE A GOOD REASON

COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

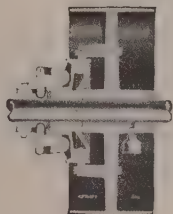
Telephone Albany 4
2437-43 N. Crawford Avenue

CHICAGO, ILLINOIS

Save money and send for list of our guaranteed rebuilt scales. All makes and capacities. Tell us what you want. Let us repair your scales—any make. We also carry parts. Finest equipment for scale work in Chicago.



Columbia Motor Truck Scale
installed at the large plant of the
Western Feed Manufacturers, Inc., Chicago



CONSTANT REPLACEMENTS AND REPAIRS

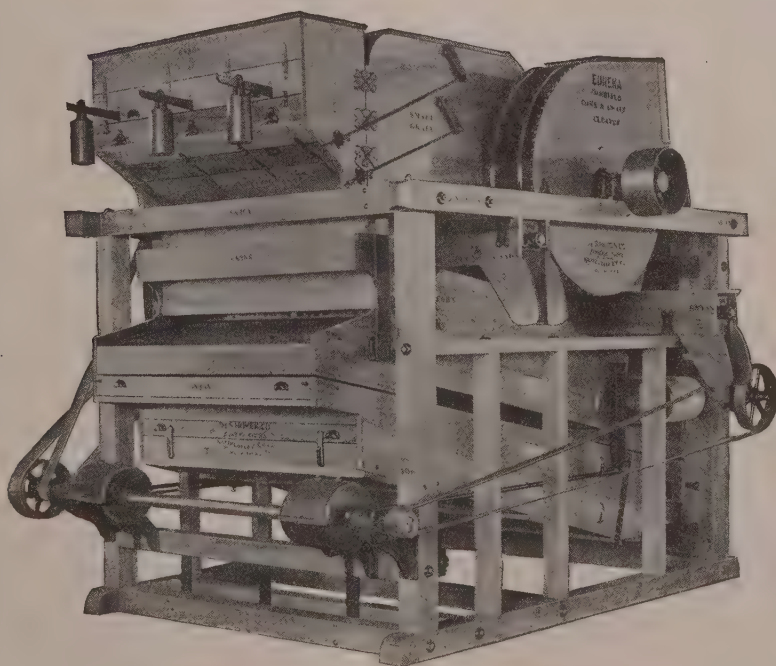
NOW IS THE TIME TO STUDY THE REPLACEMENT AND
REPAIR REQUIREMENTS OF YOUR ELEVATOR SO
THAT IT CAN HANDLE PEAK LOADS

100%



The B.S. CONSTANT MFG. CO.

ELEVATING, CONVEYING AND POWER TRANSMITTING MACHINERY
COMPLETE EQUIPMENTS FOR GRAIN ELEVATORS
BLOOMINGTON, ILLINOIS



THIS NEW EUREKA for Cleaning CORN and SMALL GRAINS is

A Masterpiece of Efficiency!

We purposely ask you to forget any preconceived standards you may have had of efficiency, because we believe this Cleaner is going to sweep aside every precedent of desirability that you may have had of any machine designed for a like purpose.

This, our latest offering, represents the utmost in highly developed knowledge and skill.

Write for special bulletin

S. HOWES CO., Inc.

Eureka Works Silver Creek, N. Y.



Eureka
Service Satisfies

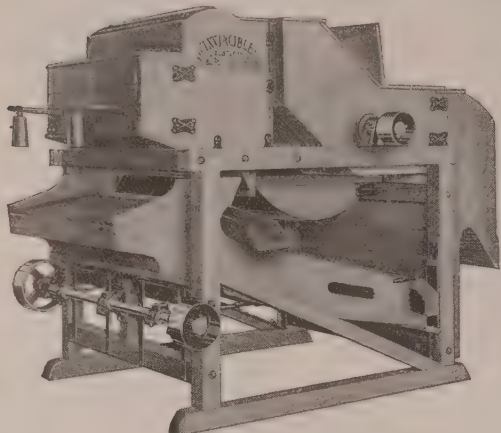


REPRESENTATIVES

William Watson, Room 415, 111 W. Jackson Blvd., Chicago, Ill.
Geo. S. Boss, Osburn House, Rochester, N. Y.
J. E. Gambrill, 749 E. Church St., Marion, Ohio.
W. M. Mentz, General Delivery, Sinks Grove, W. Va.
J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.
J. P. Stoffel, 1042 Hyperion Ave., Los Angeles, Calif.

CONTENTMENT—Plus

That is an experience users
of Invincible Separators enjoy.



It is human nature to hate to admit having made a mistake. Ask the operator of any number of makes of separators on the market. He will say his machine is all right—but—

An INVINCIBLE user never has to Qualify his answer with excuses for mechanical shortcomings. No never.

Take special note of his praise of its efficiency.

He is Contented—PLUS. Join Him.

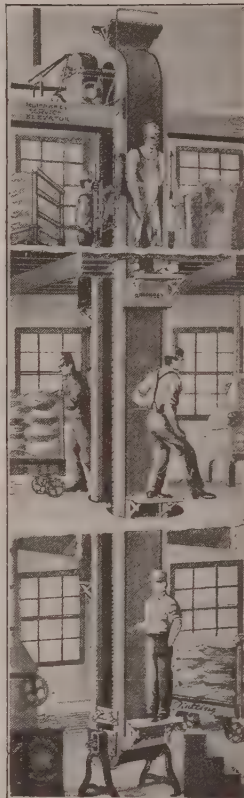
The Invincible Grain Cleaner Company

Silver Creek, N. Y.

REPRESENTATIVES:

F. J. Murphy, 211 Postal Bldg., Kansas City, Mo.	C. Wilkinson, 6027 Chestnut St., Philadelphia, Pa.
H. C. Purvine, 111 East 5th St., Bristol, Tenn.	F. H. Morley, Webster Bldg., Chicago, Ill.
Bert Easley, P. O. Box 363, Fremont, Ohio.	Strong-Scott Mfg. Company, Minneapolis, Minn.
C. L. Hogle, 30 S. Arlington St., Indianapolis, Ind.	Berger & Carter, 17th and Mississippi St., San Francisco, Cal.
Grain Cleaners Limited, 75 Mark Lane, London, England.	

Save Man Power!



HAVE you ever estimated the time and energy used up by workmen running up and down stairs, instead of taking an elevator?

A little observation at the stairway may reveal an unsuspected opportunity for eliminating a big waste of manpower in your mill. The time and energy used in stair climbing a dozen or more times a day per man means that much less productive work.

Without exception mills using Humphrey Elevators obtains a direct and considerable reduction in operating expenses. Besides, increased efficiency is a natural result of the ease with which men can report from floor to floor.

Humphrey Elevator

Note these features—Electric Silent Chain drive; driving mechanism a self-contained, compact unit, enclosed and running in oil bath; Humphrey Patented Automatic Stop; instant control; self operating.

With the complete instructions given, any millwright can install the Humphrey.

Let us show you how this dependable passenger and freight carrier can save you money. Write for full information.

Representatives in Principal Cities

Humphrey Elevator Company
1131 Division St. W., Fairbault, Minn.

There is ONLY ONE GENUINE Humphrey Elevator

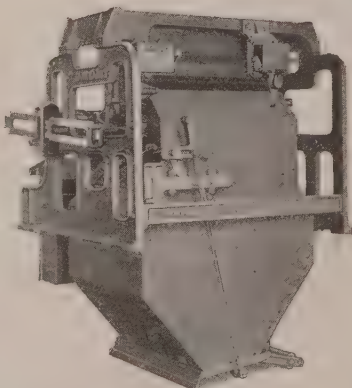


Automatic Elevator Scale

with

Visual and Type Registering Counter

A true safeguard in buying and selling grain. Gives accurate record of exact amount of each kind of grain handled. Equipped with two separate counters independently operated—gives a double check on readings. Weighs same weight per discharge on all grains. No weights to change.



Fairbanks, Morse & Co.
INCORPORATED CHICAGO

Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery

Sifting the Ashes

Who remembers the old sifting barrel with the sieve shaker? Remember how we sifted out the fine ashes, picked out the half-burned pieces of coal and threw the clinkers on the ash pile?

It's Time to Sift Now

This time we are talking about sifting out the Clinkers and Dead Ashes that choke out the profits—

Old Obsolete Machinery

that can't earn its salt

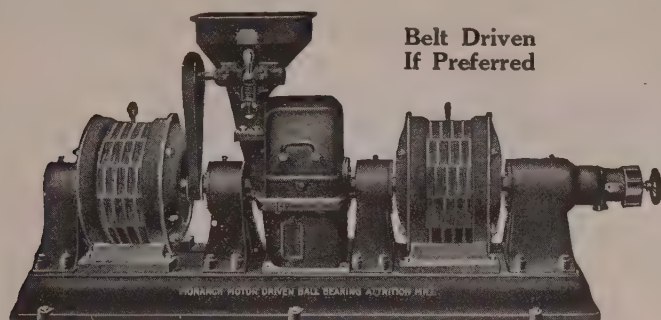
Old Obsolete Methods

that strangle profits

Just read the foregoing once more, and then take five minutes and carefully think it over.

It will not cost you anything to consult the Bauer Bros. Co., 517 Bauer Bldg., Springfield, Ohio. They will tell you honestly whether it will pay you to throw out and put in new, whether to make repairs or not. They have nothing to sell you unless they are convinced it will pay you in dollars and cents.

The Bauer
COSTS LESS PER HOUR

Belt Driven
If Preferred

A Size to Suit

REGARDLESS of the capacity desired, you can select from the Monarch line of Ball Bearing Attrition Mills a machine of the size to meet your needs exactly. Knowing what kind and how much material you want to grind, and the kind and amount of power to be used, you will find that a mill of suitable size and type has been practically selected for you already. For the Monarch line has been standardized and developed to the extent of affording a machine for every purpose.

Let us tell you more about Monarch Ball Bearing Attrition Mills. Let us tell you *why* they are economical—*why* they are durable—*why* they are universally known for utmost efficiency. Send today for Catalogue D-120.

SPROUT, WALDRON & CO., 1203 Sherman Street, MUNCY, PA.

The Monarch Mill Builders

KANSAS CITY OFFICE:
208 New England Bldg.

CHICAGO OFFICE:
9 So. Clinton St.

MONARCH
BALL BEARING
ATTRITION MILL

The MILL MUTUAL

Fire Insurance Companies have paid
\$1,150,769 for Fire Loss caused directly by

LIGHTNING

during the past twelve years.

NOT ONE LOSS has been reported on a building having APPROVED LIGHTNING PROTECTION.

The insurance saving on a flour mill or grain elevator makes the protection of the property a sound business proposition.

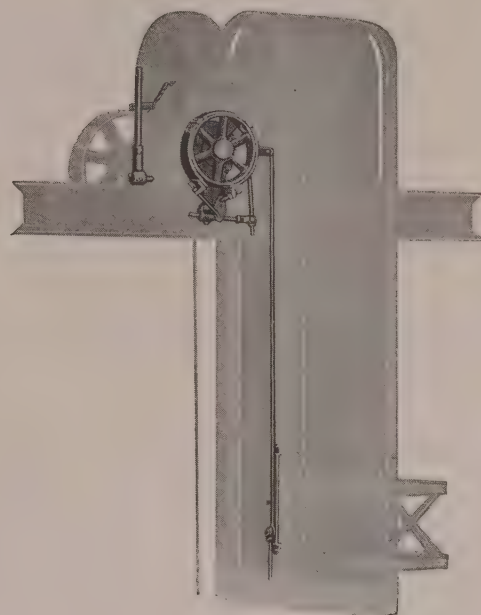
Spring and the season of Lightning Losses is here. Act today.

Ask for our Installation Specifications.

Mutual Fire Prevention Bureau

230 E. Ohio St.

Chicago, Ill.



N. & M. CO. SERVICE ELEVATOR WITH AUTOMATIC SAFETY DEVICE

WITH the upper terminal automatic stop in operation there is no danger of being carried overhead and injured. The weight of the passenger after the top floor is reached automatically throws a lever, shutting off the power and applying the brake, thereby locking the belt and steps against movement in either direction.

The automatic stop mechanism furnished with the Nordyke & Marmon Company service elevator adds the vital feature of safety to the elevator's other excellent qualities of reliability and utility.

Send for Service Elevator Circular.

NORDYKE & MARMON COMPANY

Established 1851

INDIANAPOLIS

INDIANA

AMERICA'S LEADING MILL BUILDERS

ARE YOU WORRIED

about the condition of that grain in your bins?

Let us equip your storage with a

Zeleny Thermometer System

to tell you the exact condition of
the grain and cut out the worry

Over 100 Elevators Equipped

Write for Description

WESTERN FIRE APPLIANCE WORKS

542 South Dearborn Street

Chicago



The Day Dust Collecting System

Dust Collectors alone do
not prevent explosions in
elevators, but Day Dust
Collecting Systems do
when properly installed.

For catalog write

THE DAY COMPANY, Minneapolis, Minn.

A PROFITABLE INVESTMENT

Every elevator owner is operating to disadvantage who is trying to get along without a

Cyclone Dust Collector

Do not delay longer but write today for full particulars on the installation of our system.

CYCLONE BLOW PIPE CO.

2542-52 Twenty-first Street, Chicago, Ill.

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

WIEEVAC GAS FLUID

the finishing touch of the
ENOZ Process. If you don't
know about it you should.

ENOZ CHEMICAL CO.

Chicago, 705-7 No. Wells St.

New York, 429 6th Ave.

THE SAFETY-STOP

on the

WOLF EMPLOYES ELEVATOR

IS "BUILT-IN" VALUE

For it Saves

Time

Energy

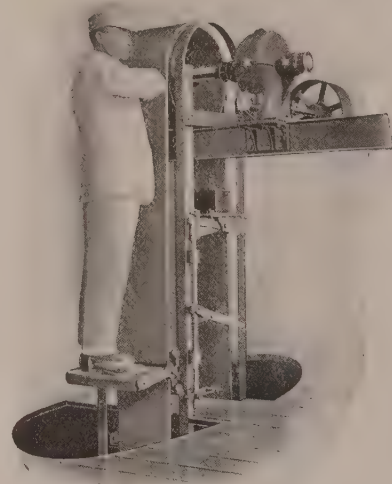
Secures

Closer

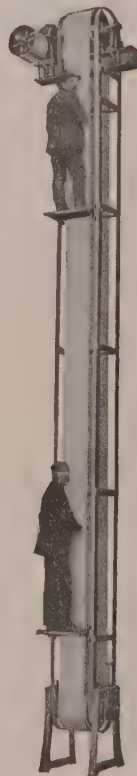
Supervision

of all the

Equipment



Gets better results in Elevator, Mill or Factory. Carries small freight and quickens the storage of surplus stock.



The Wolf Employees Elevator has endless belt with noiseless platform framed in steel. Pivoted roller platform. Built in sections any height.

The Wolf Automatic Safety Stop is absolutely dependable. Always trips and locks the belt when weight passes the danger zone. No chance of carrying passenger over the top should he forget to step off at top floor.

Wolf Safety Device may be attached to any elevator where the platform travels on rollers against uprights supporting the elevator.

Complete specifications may be obtained from Bulletin 106-M.

THE WOLF COMPANY

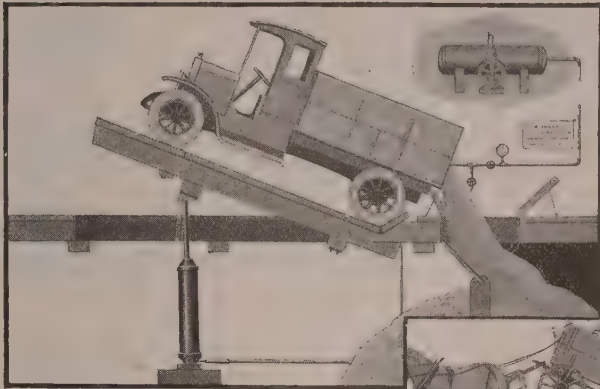
*"Engineers and Builders of Complete
Flour, Corn, Cereal and Feed Mills"*

Chambersburg, Pa.

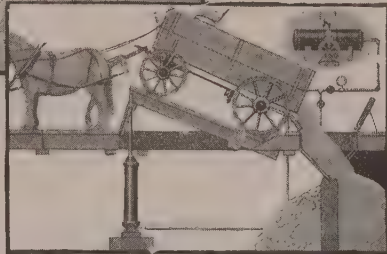
U. S. A.

Globe' Combination Auto Truck & Wagon Dump

SIMPLE - RELIABLE - PRACTICAL



Hundreds
of
Satisfied Users



Are you dumping 100%?

We guarantee the Globe Dump to dump any size Truck, Wagon or Sled into One Pit Hole.

The Globe Dump is Guaranteed to Dump any given load with Less Air or dump more loads with a given amount of air than any other air controlled dump on the market today.

Can be installed in any driveway or in connection with any make, type, or size scale.

**No chaining or blocking—No Gears or Guides
—Easily Installed—**

Quick in Operation—Dumps any load in 45 to 70 seconds.

Its Superiority Proven by Four Years' Satisfactory Service and backed by a company of 29 years' Successful experience in Serving the Trade.

These are some of the reasons why more Line Elevator firms and more Contractors use the GLOBE Dump than any other dump.

Write for further information—Blue Prints—Prices—and get the name of GLOBE Users near you.

Manufactured by
Globe Machinery and Supply Co

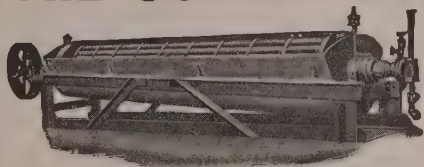
205-11 W. Court Ave.

DES MOINES, IOWA

205-11 W. Court Ave.

SEE THAT YOUR CONTRACT CALLS FOR

THE CUTLER MEAL DRYER



All Metal Steam Dryer

SOLD BY ALL
MILL
FURNISHERS
Not An
Experiment

IN SUCCESSFUL USE 40 YEARS DRYING

CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention

THE CUTLER CO., North Wilbraham, Mass.

CATALOG ON REQUEST

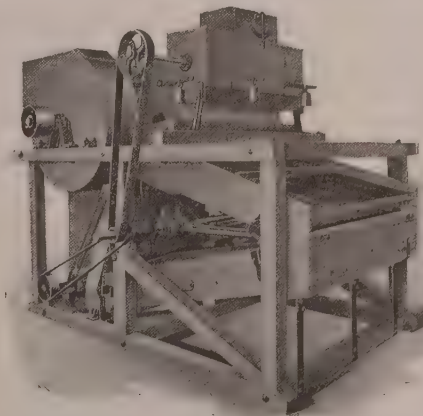
Elevator Machinery and Supplies Flour and Feed Mill Machinery

PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION MACHINERY, ROLL GRINDING AND CORRUGATING. LARGEST FACTORY AND STOCK IN THE WEST.

GREAT WESTERN MFG. CO.

General Offices and Works:
LEAVENWORTH, KANSAS

Warehouse and Sales Room:
1400-1402 West 12th Street
KANSAS CITY, MO.



Sidney Double Shoe Corn and Grain Cleaner

THE SIDNEY LINE

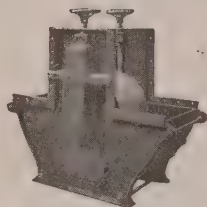
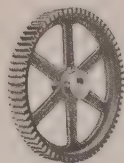
New Organization—New Up-to-Date Service

**SHELLERS AND CLEANERS
GRAIN ELEVATING AND POWER
TRANSMISSION MACHINERY**

Complete Grain Elevator Equipments

Write, Wire or Phone Your Requirements

THE SIDNEY GRAIN MACHINERY CO.
SIDNEY, OHIO



CALDWELL

HALF a million dollars worth of well selected stock, constantly maintained, and an organization keyed up to the theory that plant efficiency is measured by the number of orders shipped on the day of receipt, accounts for Caldwell service.

If you need gears, sprockets, transmission machinery, Helicoid Conveyor or any of the Caldwell specialties promptly, wire Caldwell, or call up the nearest Link-Belt office. You will find Link-Belt Company offices in all principal cities.

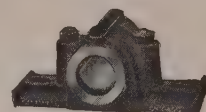
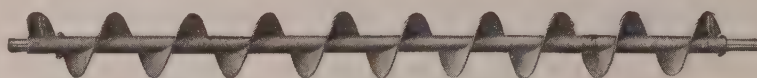
H. W. CALDWELL & SON CO.

LINK-BELT COMPANY, OWNER

CHICAGO, 17th Street and Western Avenue

Dallas, Texas, 709 Main Street

New York, Woolworth Building



WALLS, BINS AND GRAIN ELEVATORS

By MILO S. KETCHUM

Design and construction are covered completely in this book of 556 pages. The new second edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

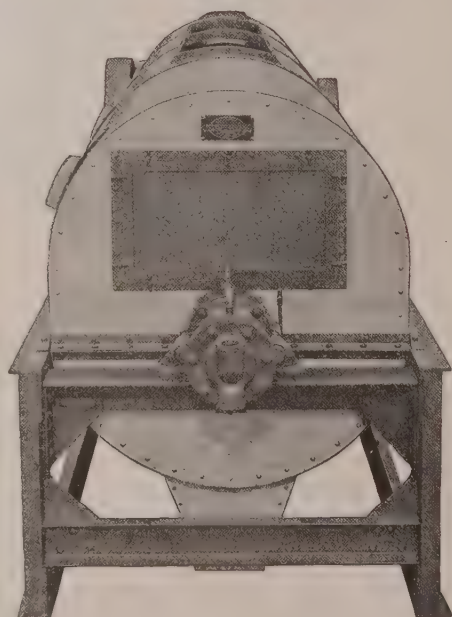
PRICE \$5.00 POSTPAID

MITCHELL BROS. PUBLISHING COMPANY

431 S. DEARBORN STREET
CHICAGO, ILL.

THE ELLIS ROTARY DRIER

Ball Bearing



The photograph shows the steam end of an Ellis Rotary Drier. No part of a rotary drier must endure such severe service as the rotary steam joint. Part of the joint must revolve while the other part remains stationary, often under steam pressure of 100 lbs. Both parts of the joint are metal and no soft packing of any kind is used. Lubrication is provided by a positive feed pump which forces a small quantity of oil into the joint at each revolution of the drier. We guarantee the steam joint on an Ellis Drier to be absolutely tight under any and all steam pressures. Write for catalog 28.

The Ellis Drier Co., Roosevelt Road & Talman Ave., Chicago, U. S. A.

Ogden Plant Equipped with Morse Drives

New Storage Plant of the Sperry Flour Company Adopts Its Transmission As a Result of the Experience of Years in Other Plants of the Firm

A GOOD sport will try anything once. The second time he uses it, however, it is judged on its merits alone. When the mechanical handling of grain was an innovation and new inventions and devices were being introduced faster than the trade could try them out, the installation of machinery and equipment was a good deal of a sporting proposition. But, as the cartoonist tells us, "Them days is gone forever." The engineers engaged by the responsible grain firms in these days, have pretty accurate data on the performance of every machine or unit of machinery in use in an elevator. They do not have to take a chance; they do not have to try out or to experiment. The facts are before them; they can make their selections at their leisure, with every assurance that performance in every case can be accurately anticipated.

The Sperry Flour Company, of San Francisco, Calif., has nine great mills along the coast from Los Angeles to Spokane. They consume enormous quantities of grain and have elevators throughout the territory to gather it. A few years ago a master mill was built at Vallejo, Calif., up the bay from San Francisco. The elevator connected with this mill and the conveyors which carry the grain from the elevator to the mill proper, are all operated with Morse Silent Chain Drives. Three years later a new elevator was built at Ogden, Utah, and this house, after three years' tryout at Vallejo, is equipped throughout with Morse Silent Chain Drives.

Millers for some years have been fully alive to the fact that intermountain grain is not surpassed in quality by grain from any part of the world. Grain dealers have been aware that in the various grain shows, the prizes for grain have been going to the Mountain States with surprising regularity, but their interest has been academic, except that of the men to whom this grain has been consigned; they have realized that it brings a premium; that millers for a long time have been map buyers; and that the Mountain States are marked A-1 on those maps.

Now the Sperry company needed this high grade wheat and some three years ago built a new 700,000-bushel elevator at Ogden, Utah, to take care of it. The new house draws from Utah, Idaho, Colorado, and Montana, and its bins are filled with as choice a collection of wheat as any miller could hope to have for his mill.

The Ogden elevator was designed and constructed by M. C. Couchot, consulting engineer for the Sperry Flour Company. It is of concrete and steel construction throughout, and the storage is divided between the

bins in the head house, which is 52x48 feet on the ground plan and 165 feet high, and the 18 circular storage bins, 23 feet 6 inches in diameter and 90 feet high, with the interstice bins.

There are two receiving pits for cars. Car pullers bring the cars into position and power shovels empty the grain into the pits. Two belt conveyors carry the grain from the pits to the elevator boots; two others distribute grain to the tanks, and another pair carry it back to the head house underground. In all there are about 1,200 feet of belt conveyors in the plant.

Grain cleaning is an important part of the routine work of the elevator and the house is equipped to clean 5,200 bushels of grain an hour. There are two

scales. All the spouting in the house is metal, and there is an air suction at each point where grain falls, connected with a dust collection system. In addition, there is a screenings separator which grades the seeds, taking out the small weed seeds from the broken wheat, oats, cheat, etc., so that the screenings can be disposed of to the best possible advantage. In short the equipment of the house is complete in every particular and can handle as much grain of every kind and quality as is offered. It was built to do that.

The elevator is run by electric power furnished by a central station. There are 22 motors ranging from five to 40 horsepower. Centralized electric control and intercommunication systems are features of the plant.

The power throughout the plant is carried to the conveying machinery by Morse Silent Chain Drives. These drives are used on five elevator legs, six belt conveyors and one screw conveyor, varying in size from 40 horsepower on the main elevator head, to one horsepower on the screw conveyor. All of the drives are on short centers which gives the greatest economy in space at points where economy is usually most desired.

The choice of Morse Drives was the result of a thorough trial in the Vallejo and other plants operated by the company, in which the drives were tested under the greatest variety of conditions. In all of these tests the superiority of the Morse Drive was so thoroughly demonstrated that other transmission service in the new plant was scarcely considered. The conditions under which transmission operates in California are about as severe as could be expected anywhere. One of the most difficult handicaps to ordinary drives is extreme variation in humidity. Both rope and belt drives suffer from

this cause, but Morse Silent Chain Drives operate under any condition at highest efficiency. There is no stretch nor appreciable shrinkage; every set of links engages its sprocket, accurately, silently, with the full power applied for the whole period of that engagement, and with a minimum of wear and strain. There can be no slip nor creep, factors which are impossible to eliminate from belt or rope drives and which are wasteful of power and destructive to the drive.

In short, Morse Silent Chain Drives give dependable service always, and that is what has made them supreme in the transmission field. They are installed, and thereafter they perform this function with a minimum of attention and trouble. That is why they are in such high favor among power users everywhere.



SPERRY ELEVATOR AT OGDEN

200-bushel Niagara Grain Cleaners and one Niagara Clipper, made by the Richmond Manufacturing Company. Practically all the grain received passes through the cleaning process before being sent to the bins.

Three scales take care of the elevator weights: One 2,000-bushel Fairbanks and two automatic

Visit Booth 141-142

Knitting Arts Exposition, Philadelphia

May 22-27, 1922

ENGINEERS PLANNING POWER TRANSMISSIONS

Secure Data and Estimates of "MORSE" DRIVES. SAVE Construction, Space, Light, Fuel. Producing More With Less.

MORSE CHAIN CO.

ITHACA, N. Y.

Engineering Service, Assistance, Bulletins

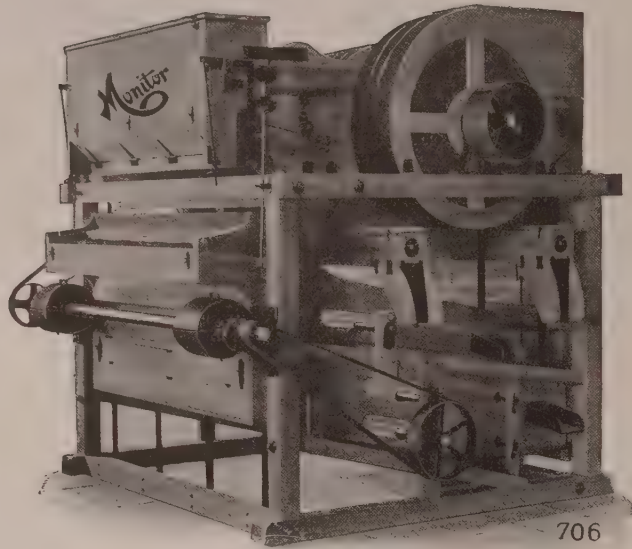
Atlanta
Baltimore
Boston

Chicago
Charlotte, N. C.
Cleveland

Detroit
Kansas City
Minneapolis

Montreal
New York
Philadelphia

Pittsburgh
San Francisco
St. Louis



YOU BUY A CLEANER— WHAT FOR?

Results, of course. To get grain that passes inspection without dockage.

Your selection then means everything. It is good or it is bad and your results are accordingly good or bad.

The high reputation of the MONITOR is based on the results it gives its users. UNIFORMLY PERFECTLY CLEANED GRAIN is the MONITOR'S strong point. And it does it economically (no waste of good grain) and with little power.

Because of such results, Armour Grain Co. have just placed in their Santa Fe Elevator, Chicago, another No. 11 MONITOR Separator.

The Blair Milling Co., of Atchison, Kans., had to have a new cleaner to keep things moving until they could replace their burned plant. They ordered a No. 8 MONITOR Receiver. They knew from experience.

Think it over. Is the experience of the other fellow of any value to you?

Canadian Plant,
Huntley Mfg. Co., Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.
DEPARTMENT E
SILVER CREEK, N. Y.

(In writing, mention department)

A monthly journal devoted to the elevator and grain interests.

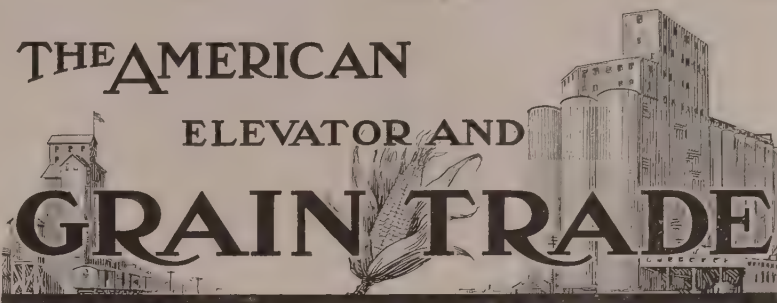
Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.

THE AMERICAN

ELEVATOR AND

GRAIN TRADE



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XL

CHICAGO, ILLINOIS, MAY 15, 1922

NO. 11

The New Burlington Elevator at St. Joseph

Burlington Public Elevator Company Operating Plant Which Replaces Structures Burned Last Year—Rapid Handling a Feature of the Plant

SOUTHERN and eastern carriers have been jockeying rates for many years in the effort to get the bulk of the export grain business. No sooner does one group of roads file a tariff schedule that will give them an advantage, than the other group files an objection, or a new tariff to meet the spread. In the meantime port elevators are working under conditions of uncertainty, always a bad thing for business, and shippers, particularly export shippers in the heart of the grain belt, do not know what they can expect of the future. It is a condition which cries out for immediate relief, and one which will be permanent, not necessarily as to rates, but at least as to relations.

But in spite of this confusion, the grain has to go forward one way or another and provision has to be made for taking care of the grain. There are a few select points which are favorably situated for the accumulation of grain from the country. One of these is St. Joseph, Mo., and there are a number of factors which contribute to the advantages it enjoys for this purpose. It is close to the center of our grain production; it is, for hundreds of shippers, on the direct route to seaboard whether the southern or eastern ports are used; and St. Joseph is a consuming center of no small importance.

It was this combination of factors which, two years ago, determined the Burlington Railroad into building a large elevator which was planned for an ultimate capacity of 3,000,000 bushels. The destruction of the head house of the elevator necessitated rebuilding and the contract for the new working house was given to the Burrell Engineering & Construction Company which has just turned the completed structure over to the railroad, and it in turn to the Burlington Public Elevator Company,

which was organized for the purpose of operating it.

The new head house is of concrete and steel construction throughout. It is 43 feet 2 inches by 61 feet 2 inches on the ground plan and 168 feet high. On one side of the structure is a drier building 17 feet 7 inches by 26 feet 6 inches in size and 93 feet 6 inches high. An Ellis Drier of a capacity of 500 bushels per hour is installed, which will take care of all the grain that needs conditioning before ship-

Power Shovels which can serve both receiving pits at the same time and unload a car in a very short space of time.

There are two receiving pits into which grain from the cars is unloaded, and it is then conveyed to the boots of the two receiving legs, which have a capacity of 10,000 bushels per hour each. These legs empty into 2,200-bushel garners, one for each leg, above the 2,000-bushel Howe Automatic Scales.

From these scales the grain is distributed by Mayo Spouts to any of the bins in the working house for cleaning or for storage, or to the conveyor which distributes to the storage tanks. From storage the grain is brought through a conveyor tunnel to the shipping leg, which lofts it to the third 2,000-bushel Howe Scale.

The fire which destroyed the old head house left the tanks intact, but a new gallery had to be built connecting them. This conveyor bridge is of steel construction, about 35 feet long.

The working house is furnished with a No. 41 Eureka Compound Elevator Separator and a No. 26A Eureka Horizontal Scourer. The scourer has a lime attachment which can be used or not as desired. Both machines are of the latest pat-

tern and are steel clad. Additional equipment consists of a Humphrey Employees Elevator which is supplemented by a spiral staircase, enclosed, from the basement to the head of the house. This is a great protection to the working force in case of fire or explosion in the plant, and it is an indication of the care that has been exercised, not only in guarding against loss of life, but in the prevention of fire and obviating the danger of explosion. To this end a dust collecting system has been installed by the Cyclone Blow Pipe Company which is complete and far more thorough in its operation than

ment, or use in the local cereal and flour mills. The plant is served by two tracks. Over the track nearest to the house is a steel and tile shed which completely shelters it; from this shed the roof projects to cover the second track with a canopy at the loading spout so that here also, grain can be handled without danger of damage except under the most adverse weather conditions. The track shed is equipped with a car puller of 12 cars' capacity, so located that it can pull on both tracks and put cars in position for loading or unloading. There are also two double Clark Automatic



NEW BURLINGTON ELEVATOR AT ST. JOSEPH, MO.

In regard to the dealer's case, where the owner of property in a village has attempted to stop certain kinds of traffic from a driveway which has been used through his property for 27 years, a subscriber writes: "I would not attempt to give legal advice on so complicated a subject as prescriptive rights and easements. Ordinarily it is sufficient proof of a prescription for a general easement for a right of way to show the actual exercise of the

truck he hires one for bringing his grain to the elevator. Many elevator men owning trucks haul the grain and charge so much per bushel. But the point is this: Get everything in shape and up to date, as only the very fittest can survive the game as it must now be played.

WHAT BURNS 'EM

Right now is the very best time of the year for the elevator operator to indulge in a little fire prevention work. Not that he shouldn't be doing it all the year round, but now, after the old crop has moved out and before the new crop moves in, when cleaning renovators and repairs are in order, he has a particular opportunity to go over the house and remedy any hazards that may exist.

One of the mutual companies has issued a compilation of the causes of 140 elevator fires that occurred in 1921 with some appropriate and forceful comments on each, as set forth in *Our Paper*. We pass them on for the good of the trade.

Exposure came first with 45 fires. In other words, undue proximity to other hazards was the cause of nearly one-third of the fires. Of course there are some cases where a threatening exposure cannot be eliminated but in most instances it can be improved if not wholly removed.

"Unknown" came next with 17 fires, and in the words of the company—"that is the boy we are

Picking Market News Out of the Air

An Epoch Making Innovation in Disseminating Market Reports—What the Radiophone Can Do for the Grain Dealer

By ROBERT H. MOULTON

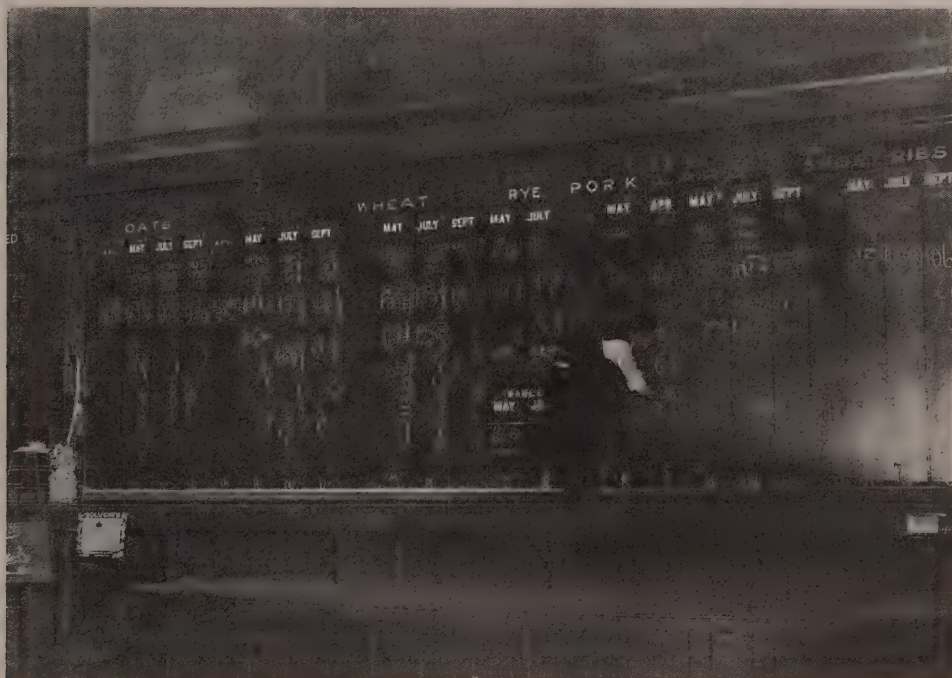
WHEN Marconi established his principle of wireless telegraphy some 20 years ago, he might have been called a dreamer had he gazed into the crystal sphere of progress and predicted that some day it would be possible for the grain dealers to go away on a fishing trip and still keep in constant touch with the leading grain markets of the world, and that the farmer in the field could literally pick grain quotations and market news from the air.

While all this has not yet come true in its entirety, it is not too much to say that all signs point to its probable fulfillment in the not very distant future, for already the Chicago Board of Trade and other exchanges are using the radio to send out their quotations and general market news at half-hour intervals during each daily session. The immediate effect of this epoch marking innovation in the dissemination of such information has been to bring the markets even closer than ever to producers, dealers, and handlers of grain.

The broadcasting by radio of the Chicago Board of Trade quotations and news is now carried on

sent out by radio should prove of the greatest value to grain dealers and others located in the country. In the first place, the cost of the necessary receiving apparatus is reasonable enough, and the expense of maintenance, after the apparatus has been installed, is practically nothing. The information is sent out every half hour and is much more complete than that which country dealers usually receive by wire or the ordinary telephone, thus enabling them to keep in much closer contact with the market than is possible by any other method now employed, and at much less expense.

And, of course, market news is not all that the country dweller gets. There is something going



BLACKBOARD ON WHICH ORDINARY TICKER QUOTATIONS ARE POSTED AT CHICAGO BOARD OF TRADE

after." A thorough examination of the house every night before closing will eliminate many of them.

Next comes lightning with 15 charged against it. An iron covered building, properly grounded, or a well rodged building, seldom if ever suffers from lightning.

Thirteen fires were caused by locomotive sparks, —on shingle roofs mostly. Danger from that source can be forestalled now.

The electrical fires number 11, due primarily to poor installation and plugged fuses. What's a fuse for, if you're going to plug it? This is another hazard that can be eliminated by proper attention.

Friction from overheated bearings, rubbing drives and elevators out of alignment also caused 11 fires. A little care and foresight will do away with this also.

The minor causes of fires, in the order of their importance were machines and machinery, flues and stoves, incendiary, gasoline engines, spontaneous combustion in coal, smoking, and motor truck (exhaust open presumably). Each and every one of them are preventable causes.

And there is one final injunction "Clean 'er up." A dirty house invites a fire, a clean house doesn't. If you permit your house to be a refuge for refuse you may be the next on the list.

through the KYW radio station which is located on the roof of a downtown skyscraper. A wave length of 360 meters is used, and these waves, spreading in concentric circles just as the waves spread on a quiet pond when a stone is flung into the water, radiate approximately 500 miles in all directions from Chicago. So far more than 800 receiving stations have reported reception of the information sent out, and work is now under way which, when completed, will practically double the power of station KYW, increasing its range to 1,500 miles. Moreover, the Board of Trade is contemplating the installation of a permanent and powerful station of its own, and when this is accomplished quotations and news will be available in every part of the country during every minute of the daily sessions.

The present radio department of the Board of Trade is located on the gallery of the visitors' room and overlooking the blackboard on which the ordinary ticker quotations are posted continuously throughout each session. Thus the radio operator can watch the quotations constantly and transmit them at any time to station KYW, from which they are automatically and instantly retransmitted by radio.

It is evident that market news and quotations



SENDING OUT QUOTATIONS BY RADIO

Quotations are sent out from the Chicago Board of Trade through this microphone to Station K Y W, which instantly and automatically retransmits them by radio.

on almost every minute of the day, and in the evenings regular musical programs, the latest news flashes, final baseball scores, and what not. All the country grain dealer or farmer needs to do is to install a receiving set, and anything he picks up is his, free of charge.

The radiophone is in its infancy and its possibilities have scarcely been dreamed of, to say nothing of being realized. While apparatus is not perfect, due in part to lack of knowledge of some of the principles which enter into the transmission



RECEIVING RADIO QUOTATIONS

This receiving department is for the purpose of verifying information sent out by the Chicago Board of Trade and receiving information from other stations.

of sound, and in part to the carelessness of some manufacturers in putting out defective apparatus, due to the overwhelming rush of orders, in the majority of cases the service has been fairly satisfactory, and will become more so as the days go on and experience supplements theory in operation of the radio.

Already many restaurants and public buildings of all sorts have installed sets, and it is becoming commonplace, perhaps in the midst of lunch, to hear a strange voice announce that May wheat is now \$1.45 or corn, 62%. The novelty is already beginning to wear off, and as it does, the utility of the radiophone will be increased.

It is of the greatest importance that grain deal-

ers and farmers should know of price changes when they occur, but it is also of importance to know why. Very often the reason for a rise or fall in price is clearly indicated; by the receipt of crop news; by foreign purchases; by change in the situation in Australia or Argentine; or by political factors. When it is known this reason, whatever it may be, will also become public property, so that the far-away dealer or farmer will be in a position to govern his course intelligently, and not have to go it blind as he has had to do in the past.

The radiophone is bringing the grain trade into a homogeneous unit and will be of the greatest value to all.

BETTER WEIGHTS ON GRAIN SHIPMENTS

BY OWEN L. COON

Unless a grain shipper has a track, hopper, or automatic scale it goes without saying that he cannot file and collect the grain shortage claims to which he would otherwise be entitled. Even if he has such a scale he is in the same predicament, unless that scale receives systematic inspection.

The carriers are constantly asking the shipper for increased accuracy in his loading weights on grain shipments. But to what extent are they extending the co-operation that is so necessary to attain that end?

Both shipper and carrier must admit that periodic inspection of grain scales is necessary to insure their accuracy. But how is the country shipper to get this inspection? In my opinion, he will never be able to get it until some kind of concerted co-operation on the part of the carriers is given in the attempt to jointly work out a solution with the various grain associations.

In Illinois the independent grain dealers association provides a grain scale inspection service. In Iowa the state does it in a more or less haphazard way. While this work is to be commended, it is doubtful whether it furnishes as complete a service and as frequent a service as is necessary.

In Kansas and Oklahoma, the Santa Fe and Missouri Pacific have in the past sent out men and equipment to test and inspect all grain scales on their lines in station to station order. This, so I am informed, has not been done every year,—but only sporadically.

The Rock Island seems to have made the greatest advances along this line. A "scale car" visits each elevator at regular intervals, inspects the scale and makes whatever repairs are necessary. Complete equipment is carried in the car to make immediately whatever repairs are necessary. The necessity of sending the scale away for repairs and losing the use of it is avoided. The railroad performs this service, so I am told, at practically cost.

The carrier is the organization which should perform this inspection service. The railroad sends men to most elevators to investigate the accuracy of the loading weights on claims after they are filed. If the men who gave the reports as to the accuracy of the scales were men equipped to inspect and repair the scales, it would seem that more reliable information would be gained,—and if the scale was working incorrectly, it would be set right and those claims obviated at once which are based on incorrect weights.

The carrier is in a financial position to equip such "scale cars" as are necessary, provided the grain associations in advance made a financial investment feasible for the carrier by securing contracts from their members calling for the rendering of such inspection service by the carrier. This work, it would appear, cannot be done efficiently if the service is to be rendered to a shipper on one side of the state and then next to a shipper on another side of the state, but if all of such shippers or the large majority of any line of railroad signed up for such service, the cost of moving the scale car equipped with test weights and necessary repairs from one station to another would be such that a thorough, regular and frequent scale inspection service could be worked out.

Both the carrier and the shipper are interested in correct weights. If the shipper's weights are ac-

curate it can only work to his advantage to have the carrier know it. If they are not accurate, the carrier will in most cases have some suspicion of it, and hold up the payment of the claims and the sooner he gets the scale working correctly, the better off he'll be. If the carrier has first hand information as to which scales are correct and which incorrect, he can know the payment of money on claims for shortage is necessary.

If the different grain associations could appoint committees to confer with the different carriers on some such a plan, and if the experience gained by the Kansas and Oklahoma associations could be told by the secretaries of those associations, and the views of the carriers told to the grain shipping public through the grain journals, by such men as O. Maxey, general supervisor of scale cars of the Rock Island, and Mr. Maegley of the Santa Fe, I feel sure that nothing but good could result.

"JIM DUNN"

BY HOOZUS

Jim Dunn, who runs the elevator at Sperry Sid-ing, says: "I was a'sittin' down t' Ezra Todds' im-plement room th' other day, an' a bunch o' farmers in there was a'talkin' 'bout how th' farm bureau was investigatin' stocks an' so forth so farmers wouldn't get stuck on enny more 'Blue Sky,' an' finely I says t' 'em, I says: 'You fellers, an' your farm bureau, give me a pain. This scheme'll end up like all th' others.'

"Ezra, he says t' me, he says: 'This here is dif-frent, Jim. They're goin' t' keep th' farmers from putting their money in ennything but 100 per cent stocks, an' such.'

"'Oh! they are, are they,' I says, beginnin' t' get sorta warm. 'Listen t' me one minnit,' I says. 'Wasn't it this here same farm bureau that told ya t' buy farmers' elevator stocks? An' ya all did, didn't ya? An' can enny of ya get 50 cents on th' dollar for enny of it now? I guess not! An' if ya don't call that 'Blue Sky,' then ya can call me enny thing ya want t', 'cause I'll know ya ain't r'sponsible.'

LITTLE TIPS FROM JIM DUNN

Don't neglect that shaky spot in th' driveway. Puttin' a piece o' plank down now, may save plankin' down a piece o' money later on.

When a farmer an' his tenant are in litigashun, let th' other feller buy th' grain. Ya can allus get int' a lawsuit without buyin' your way in.

Don't waste your time, an' your customer's with a poor cleaner. Ya can't make high grade grain with a low grade cleaner.

Allus keep a broom busy around your dump. It'll be worn short at th' end o' the year, but th' short-age won't show in your grain account.

Ya can't shake hands over "long distance," but it's th' next thing t' meetin' a man personally. If it's real important, "get him on th' phone."

We can't all be ministers, but if a elevator man wants t' make both ends meet, he ought t' learn how t' make a splice.

Sometimes it's better t' go fishin'. 'Specially when bizness is dull an' ya're tryin' t' make up for it by speculatin'.

Keep good accounts an' see that ya get evrything on th' books—an' mostly on your bank book.

KANSAS AND THE HESSIAN FLY

Kansas feels pretty certain that the Hessian fly has been eliminated as a leading issue in the wheat crop of the state. The fly has been a lessening menace since 1918. When it is remembered that Kansas lost 8,000,000 bushels of wheat in 1916 from the Hessian fly, it will be realized that the pestiferous insect has been expensive. And in 1907, Kan-sas lost even more wheat. Since 1917 Kansas farm-ers have been plowing the stubble under deep. Where the plowing has been six inches deep, it is said the flies have practically disappeared. Four inches is not enough, especially since some of the old stubble will remain on the surface. Five inches is a better depth, but six inches is safer.

This year ought to tell whether this deep plow-

ing is an effectual remedy against the fly. If good in Kansas, it is good everywhere else. And the country at large needs some definite means of fight-ing the Hessian fly. The average yearly loss to the country at large has been about 12,000,000 bushels of wheat. Some years it has been much larger, of course. In 1916, when the fly was active all over the Central States, the wheat yield for the coun-try at large was reduced over 30,000,000 bushels. It must be confessed that "fly-free" dates of sow-ing have not been entirely effective. That will not be so important if deep plowing will do the busi-ness.

CALIFORNIA CO-OPERATIVES STRIKE SNAG

BY CHAS. W. GEIGER

On the evening of March 31, grain growers from throughout the Sacramento Valley, gathered at the Chamber of Commerce in Sacramento and heard argu-ments and considered issues for and against the movement inaugurated by the farm bureaus of northern California to erect co-operative ware-houses, elevators and equipments, and conduct a campaign to encourage the handling of grain in bulk shipments, especially in export by sea-going carriers, in a manner similar to the way grain is handled in the elevators and steamers of the Great Lakes and St. Lawrence River. Bankers, and busi-ness men interested, as well as farmers, were in- vited to attend by Fred E. Schmidt, president of the County Farm Bureau.

A movement has been under way for some years to make for handling grain in bulk by the Califor-nia State Federation of Farm Bureaus, which con-tends that the elimination of sacks and labor in sacking the grain will constitute a great saving, while construction of grain handling elevators at various points in the country and owned co-op-eratively by the farmers, along the same lines as the Federation's elevator at Oakland is operated, will solve the most outstanding problems now con-fronting the growers.

However, there seems to have been some differ-ences of opinion among the California growers both on the question of bulk handling of barley and on the general plan and policy of the California Farm Bureaus. Certain growers have pointed out that the farm bureaus have representatives in the field attempting to have growers of grain sign iron clad contracts to deliver their grain for seven years, 1922 to 1928 inclusive, to the exchange, as ordered, and abide implicitly by the directions, gradings, at-tempts at marketing, financial programs, and so forth to be set by the exchange.

The contract stipulates that "the exchange agrees to market all such grains in their original form or in manufactured form, or as by-products or other-wise." This clause, it is point out, puts no limit on the activities that the exchange may aspire to. Then another paragraph stipulates that, "When the same are sold" (the exchange) "to pay over the net amount received therefrom as payment in full to the grower and growers named in contracts gener-ally similar to this contract, according to the pro-portionate value of the grains delivered by the growers, after deducting, therefrom the costs of transportation, handling, processing, manufactur-ing, selling, storing, interest on advances and mar-keting the said grain and of maintaining the ex-change, and also less the reserves created for advertising and other general commercial purposes, said reserves not to exceed 1 per cent of the gross sales price; all to be within the exclusive discre-tion of the exchange."

Within these clauses, these same opponents con-tend, is the proviso that the grower shall surrender his crop without reservation to the mandate of the exchange, without guarantee, and accept without protest whatever is figured out as coming to him when the ramifications of the organization have been fully paid for. This, they say, might include failures of amateurs in foreign trade and many other losses that might accrue from lack of sound individual direction of affairs generally.

Explanations offered at the Sacramento meeting,

It is said, show that the attempt to market the grain abroad would be made through a reputable company of British importers and exporters operating heavily in the British markets. Opponents point out that immediately such obtained the shipments, they would be subject to the rules and regulations of the British Corn Trade Association, whereby all points of dispute would come under the sole arbitration of the solicitor (attorney) of the complaining firm that was a member of that English Association. It is also intimated that promises of as much as \$2.50 to \$3 a hundred for barley can be obtained from British brewers, the one outstanding coterie of buyers for California barley at the present time, but the whole might readily result in 75 cents or so net to the grower after all the expenses listed in the contract were met. The strongest argument of the opponents of the co-operative scheme appears to lie in the fact that growers are asked to give, without real foundation of redress, their crops of grain as security for carrying on what is nothing less than a gigantic experiment at co-operative marketing that is to embrace even the intricacies of foreign trade. It is pointed out that men who are staunch supporters of co-operative methods for farmers, when such is confined to the efforts at pooling crops, and carrying them to first-hand domestic markets, (the first turn-over) are listed among the opponents of this latest movement that would entail all issues from grading the crops to solving international banking and financial problems.

These last mentioned issues are independent and separate from the questions regarding whether bulk handling of grains as a whole, and particularly as it applies to the great barley crop, would be successful.

COUNTY AGENTS UNDER FIRE

County agricultural agents are causing dissatisfaction by engaging in commercial and political activities along with their regular duties, according to a statement by Assistant Secretary of Agriculture C. W. Pugsley at an official conference of Nebraska farm advisors held here at the State Agricultural College.

"Complaints against the county agents may be listed as follows," said Mr. Pugsley. "Violation of the franking privilege, political and outside activities, acting as agents and in the capacity of officers for farm organizations, acting as agents for organizations which are engaged in competitive business for profit, and advocating and boosting certain breeds of live stock instead of boosting the live stock game in general.

"I won't say whether any of these complaints have come from Nebraska," Mr. Pugsley continued, "but they reach Washington every day. I have been called upon by four senators and three representatives in one day in regard to such matters and I have a stack of such complaints in my grip.

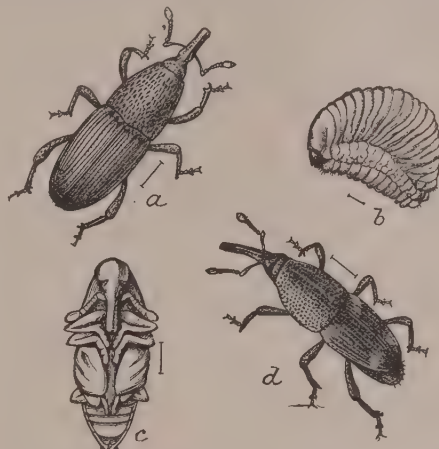
"The Farmers' Union is fighting the Farm Bureau upon these grounds and has the sympathy of Congress. There is a movement on foot which demands nothing less than the abolition of the county agents and there has been talk of the repeal of the Smith-Lever Act.

"I am sorry to say it, but three-fourths of these complaints seem valid. Congress is very jealous of the franking privileges and it may be that the privilege will be abolished and that the states will be forced to pay their postage in the matter of agricultural promotion. Be this as it may, the storm is brewing, and, as it may involve the extension service, all those engaged in county work should be careful so that no complaints can stick."

Seed grain to the amount of 13,418,000 poods (a pood is 36 pounds) has been sent to the famine districts of Russia. Most of this came from America, but Poland, Sweden, the Baltic States, Roumania and Bulgaria have also contributed as well as other districts in Russia. With every four cars of seed, one car of corn products or other food is sent so that the desperate peasants will not eat the seed. It is impossible to tell how much acreage has been planted.

THE GRAIN PEST SEASON IS HERE

Most of the damage done by insects to grain in storage and shipment is due to four species, the granary weevil, the rice or black weevil, the lesser grain borer or Australian weevil, and the Angoumois grain moth, according to Farmers' Bulletin



The Granary Weevil (a) is about one-sixth of an inch in length, chestnut brown or black, with head prolonged into a snout; b is the larva, c the pupa. The Rice or Black Weevil, (d), is generally slightly smaller, varies in color from reddish brown to nearly black, and is usually marked on the back with four light reddish or yellowish spots. It closely resembles the granary weevil in form, but has well developed wings.

GRANARY WEEVIL AND RICE WEEVIL

1260, "Common Grain Pests," prepared by E. A. Back and R. T. Cotton and just published by the United States Department of Agriculture. Others of the forty species or groups of species described

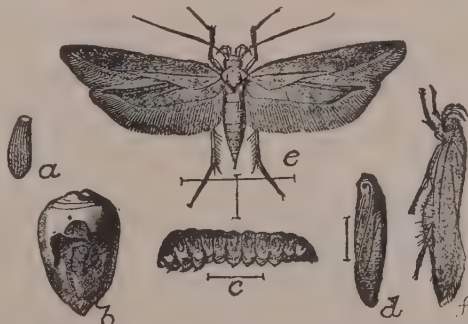


The Lesser Grain Borer is about one-eighth of an inch long, nearly cylindrical in shape, and is dark brown and polished throughout. It feeds upon all kinds of grain, and many other substances. Right, enlarged antenna.

THE LESSER GRAIN BORER

in the bulletin can cause great damage to grain if storage conditions are unusually favorable for their increase.

Remedial measures are mentioned only briefly in the bulletin. The insects, it is said, can be destroyed by the use of heat, or by fumigation with poisonous gases. A temperature of 120 degrees to



The Angoumois Grain Moth, shown in front view at e, and side view at f, is a small buff or yellowish brown moth with a wing expanse of about one-half inch. It attacks all cereal grains and is found commonly in all parts of the world.

THE ANGOUMOIS GRAIN MOTH

130 degrees F., maintained for a short time, will kill all stages of grain-infesting insects, without injury to the germinating qualities of the grain. Carbon disulphid, carbon tetrachlorid, and hydrocyanic-acid gas are the fumigants in most common use today for treating infested grain. Of these, carbon disulphid is the best for treating grain in the bulk, it is said. Information on this subject is contained in other publications of the Department.

Infestation of grain in the field cannot be entirely

prevented, but by proper precautions it can be reduced to a minimum, the bulletin points out. The first generation of insects in the maturing grain is usually small, and if the grain is cut as soon as ripe, threshed as soon as dry, and then placed in storage in clean, deep bins the damage from this source will be slight. It is when the grain is left in the field long after it is ripe that serious infestation results, for the insects increase in one or two generations to enormous numbers. In the case of corn in the field, only damaged ears or those which through poor shuck development, have kernels exposed are subject to the attack of grain insects. Farmers should therefore, it is said, grow a variety of corn that develops a long tight shuck.

Newly harvested small grain should not be stored unthreshed for any length of time, as in this condition it is very susceptible to infestation. If promptly threshed and stored in deep bins, only a thin layer on top of the bin is likely to become infested. Corn may be stored in the shuck if the husk is long and tight and fully covers the tip, but all ears with loose, broken, short, or damaged husks should be shucked and stored separately.

Clean grain should never be stored in old bins, granaries, or storehouses until they have been thoroughly cleaned and freed from the accumulations of waste grain and other materials harboring grain insects. Timbers in bins, granaries, or holds of ships that have become infested with grain insects should be destroyed or treated before being used again. Steel or concrete bins are highly desirable owing to the ease with which they are cleaned.

Bags of all kinds that have previously held grain should not be allowed in granaries or warehouses or be refilled until they have been sterilized or otherwise freed from insects. The use of tight cribs will keep the grain free from infestation by insects that might fly in from the outside.

Copies of the bulletin may be had free upon application to the Department at Washington, D. C.

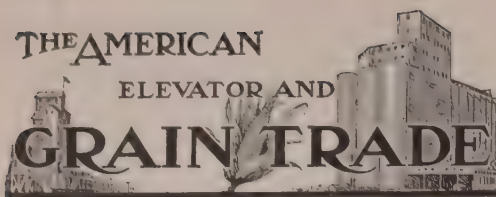
FUMIGATING SMALL LOTS OF GRAIN

Dealers who have small amounts of wheat, corn or other grain infested with weevil or other insects, might profitably employ the method of sterilization suggested by W. B. Gurney, an Australian entomologist, which he says was successfully adopted at the Grafton Experiment Farm. We may add that dealers or others who use the method would do well to remember that if used on elevator or warehouse premises, fumigating with bisulphide of carbon vitiates their insurance. Fumigation of this kind, on a small scale, might be done in an out-house. It is often wise to take any amount of precaution to save a small amount of wheat rather than run the risk of infesting the elevator or warehouse and other grain.

The directions suppose the grain to be sacked, as is the custom in Australia. Mr. Gurney recommends that it be fumigated in lots of from 12 to 20 sacks, or smaller lots, by pouring into the top of each sack one or two fluid ounces of liquid bisulphide of carbon. This can be done with a small funnel or anything that will serve the purpose. The bags are placed side by side on a tarpaulin or canvas sheet, which is then folded over so as to overlap tightly, and then covered with another tarpaulin or bags so as to keep in the fumes. About 24 hours is considered the proper time to fumigate.

A still better suggestion is, when possible, to use an empty galvanized iron water tank or similar receptacle in place of the tarpaulins. The lid can be sealed by placing a ring of rubber tubing or a bag under it, and kept down by placing weights on it. This arrangement is much more effectual in retaining the fumes of the bisulphide of carbon, and only one liquid ounce of the material is necessary to every four bags, or for each 15 cubic feet of space in the tank.

Care must be taken that no fires, lights, lighted pipes, cigars or cigarettes are near when the work is being done, since the fumes are inflammable. Mr. Gurney advises that fumigation be done on a warm day, with the temperature of 70 degrees Fahrenheit at least, since at a temperature below 60 degrees the fumes are less effective.



Published on the Fifteenth of Each Month
BY

Mitchell Brothers Publishing Co.

OFFICE:

Manhattan Building, 431 South Dearborn St.
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

Subscription Price - - - \$1.00 per Year
English and Foreign Subscription 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., MAY 15, 1922

THE WHEAT GRADES SETTLED

SECRETARY of Agriculture Wallace has justified the confidence which the grain trade expressed in him upon his appointment. As editor of one of our ablest farm journals he established an enviable reputation for common sense. When a change in the wheat grades came up as a political maneuver of the Northwest, it looked for a time as if the Secretary were more interested in politics than in the integrity of the grades. The tentative changes which were issued, and later discussed in the public meetings at Kansas City and Chicago, pointed in that direction. But the testimony offered at these meetings was so overwhelmingly against the proposed changes that they were thrown out entirely and, except for some inconsequential change in Pacific Coast nomenclature, the grades will stand as at present, while inspectors will be required to give certain additional information on certificates. Secretary Wallace has made good.

It will be to the advantages of all the trade to have noted on the grade certificate the reason for its being in a lower grade. If it has excess moisture or foreign material, the buyer may be able to handle it to advantage for his purpose and offer a better price than he could if he knew only the grade without the determining factors. On the other hand, if farmers see certificates at their station, with a low grade attached due to inseparable foreign material, they may be more willing to make an effort to get rid of those debasing factors, and grow cleaner and better wheat. As a rule the moisture content is outside his control, but weeds and grain mixtures can be

corrected and the certificates will give him a real incentive to clean his fields. No amount of talking will do as much good as will this actual demonstration.

But does the grain trade have to go through this period of uncertainty every time there is an election campaign in Minnesota or Dakota?

CONSUMING OUR WHEAT

THE millers of the country are going to Kansas City this month to discuss ways and means of increasing flour exports and the domestic consumption. The obvious solution from a superficial view, of course, is by extending credits to foreigners, and by advertising at home. For the last 40 years our milling capacity has been greater than our domestic requirements. During the war this condition was greatly intensified. It is obvious that something needs to be done to keep the milling industry in a healthful condition.

As a people we do not appreciate the economic value of bread which ranks high in nutriment compared with its cost. While we are the greatest wheat producing nation in the world we are low down on the list of consumers. Logically we should be first, but logic rarely enters into the eating habits of a people. Now, however, when most of the nation is interested in economy of living, a national campaign, which would emphasize the value of bread as a food compared with its cost, would be effective.

First of all, however, the millers might inaugurate a campaign among bakers to induce them to turn out a better loaf. Poor, tasteless bakers' bread has weaned many a person from that source of food. In the cities, and to a large extent in the country, we have given up home baking. If bakers were as much interested in putting taste into a loaf as they are in putting water into it, the millers would have far less to worry about in the decreasing domestic consumption.

A HOUSE BUILT UPON THE SAND

OPPOSITION to the U. S. Grain Growers, effective as it was in critical moments, was not the cause of failure of that organization. The failure can be ascribed merely to the fact that the Grain Growers did not produce results. No organization can exist long on promises alone. Promises may arouse enthusiasm, but it takes performance to secure lasting allegiance.

The Grain Growers was not founded upon a desire to give service. It was based primarily upon malice against the grain trade and especially the terminal markets; a desire to prove their suspicion that dealers were taking too large a toll of the farmer. This was a poor foundation for an economic structure such as the Grain Growers was planned to be, but it was all the foundation it had.

The proved service of 70 years has earned for terminal market operators and the grain trade at large, more consideration than has been given by farmers, the public, and the Government. Unless the functioning of the

grain trade were based upon sound economic principles it could not have survived so long. Nothing finds its true level quicker than economic fallacy. The collapse of the Grain Growers has been no more complete than that of the grain exchanges would have been if they had had nothing more substantial to sustain them. If the charges that have been made against the trade were true, the entire structure would have fallen long since, but investigation after investigation by commissions and committees, admittedly hostile, have proved that grain is handled on the smallest margin of any commodity that moves in commerce. But even these reluctant reports cannot convince the farmer that he is not abused, and he always has been, and always will be easy prey for those who want to use him for their selfish or misguided purposes.

WHO IS TO BLAME?

OUR national, state and municipal statute books are crowded with laws which make it difficult for business men to conduct their affairs legally and make even a modest profit. The reason that this is so is because these inhibitory laws are ostensibly directed against a small class or against an inconspicuous abuse so that there is no opposition, and then we wake up to the fact that it effects us, too, directly or indirectly. Just as an example, we do not recall that grain dealers ever turned a hand in any state to prevent the passage of full crew laws for freight trains, and yet those laws, which are no more than labor union graft, have increased operating expenses of railroads millions of dollars, which shippers, of course, have to pay. This is just one of thousands of similar examples that might be cited.

There is now a bill before Congress which is an instance in point. Secretary Charles Quinn recently called attention to it. The bill is known as H.R.9952 and its description is: "To authorize the Secretary of Agriculture to establish uniform standards of classification, an inspection service, a market news service, a system of adjustments of disputes, and a system of approved dealers and handlers for farm products, and for other purposes." Its abbreviated title is, "United States Farm Products Marketing Act."

So far as the grain trade is concerned the bill is disarming in that it is ostensibly aimed at "foreign and domestic fruits, vegetables, edible nuts, bee products, and other similar or related products." Perhaps you think that doesn't concern you. You are wrong. The farm bloc will do its best to pass this law. But does the farm bloc care a hang about edible nuts? No. In a year or two a bill will be introduced entitled, "An Act to Amend an Act," which, after reciting the success of the operation of the act on edible nuts, will provide that grain, grain products, and hay be included. And then here are some of the things you, as grain dealers, will be up against; they are all provided for in H.R. 9952. The Secretary of Agriculture is authorized to investigate the harvesting, inspection, grading, packing, transportation,

storing, marketing, etc., of all products, which means that agents of the department can go through your books at any time.

2. The secretary is authorized to recommend and publish such business methods, practices, and trading rules as he may find desirable, including character and form of records, the character and extent of service and charges therefore; he shall designate and certify such commission merchant, distributing agency and others who will agree to all the rules, regulations and forms that the secretary shall determine.

3. The secretary may organize boards of adjustment of disputes composed of employees of the department.

These are a few of the provisions. Do you want them? If you don't, get busy and tell your representative that you are opposed to the principle of H.R.9952 and any other act which delegates control over business to a Government department or bureau.

NORTHWEST WHEAT THREATENED

THE recent activity of Minneapolis milling companies in acquiring mills in other parts of the country, has led to increased activity in the Northwest in eradicating the barberry bushes which serve as host to black rust spores during a period of their life. Word has gone abroad that the entire Spring wheat crop is threatened unless the progress of rust is checked.

For some years sections of Minnesota and the eastern Dakotas have run out, so far as the quality of wheat that they grow is concerned. Buyers of wheat in Minneapolis are as much concerned with where the wheat comes from as with the grade it can make. They have become map buyers, and the choice districts are moving steadily away from Minneapolis. This fact accounts for the spreading out of mills from the milling center more than any prospect of a total failure of Spring wheat in the years to come. But if it serves as an incentive to eradicate the barberry, certainly no one will desire to correct the impression that it is rust alone that is driving the millers away.

THE STAND-PATTERS

ANOTHER futile effort is being made to stop the march of pregress. This time the Grain Trade Association of the San Francisco Chamber of Commerce has attempted to steal Joshua's stuff. In a letter to the agricultural department of the University of California, the Association inveighs against the attempt to introduce bulk handling of barley in California. Perhaps a general disapproval of the Volstead Act is at the bottom of the complaint, but whatever its genesis may be, it is a hopeless task that the Association has set for itself.

Bulk handling is a forward step over the bag method. It has justified itself economically and that is all that is needed to make it a certain, permanent part of the grain handling system. Barley is no exception, though the Association tries to make a special case out of it. California barley comes to market as clean and with as little moisture as that

grown in the Mississippi Valley. Eastern brewers for years have been handling the latter in bulk and have found no difficulty in doing so. To convince the California farmers, who have just awakened to the value of the bulk method, that they should go back to sacks, is something of a task and will prove a thankless one for the Association. At best they can only delay the inevitable, and in the meantime have put themselves in a class with economic stand-patters that have no place in the grain trade.

LEARNING A LESSON

THE Department of Agriculture is slowly coming to realize that the country is not willing to swallow whole the paternalism that it has been trying to foist upon the public through its county agents. It appears that the Department has been swamped with complaints of the misapplied energies of agents, and reforms are certain to be insisted upon lest the Act which created the agents be repealed altogether.

The repeal of the Act would be a misfortune, for county agent work in its legitimate sphere, is of the greatest value and is a constructive force in agricultural progress. But the Department should realize that more care might well be exercised in the selection of agents. High scholarship at an Agricultural School does not qualify a man for county leadership necessarily. Particularly is this true when the super-student is saturated with socialistic doctrines as many in our agricultural colleges appear to be. Socialism is foreign to our ideals of government and has no place in the doctrine of governmental employes. Whether this doctrine is a part of the curriculum of the colleges or is merely absorbed through outside radical literature should be a subject of investigation by the Department. If the college professors are teaching it, then we need a housecleaning all along the line.

WHAT A ST. LAWRENCE WATERWAY WILL DO

WHILE the chief argument for the St. Lawrence waterway project remains the economy in transporting western grains to Europe, a saving of 11.1 cents a bushel or more from Duluth, according to the *Industrial Digest*, there are also other considerations that need to be given attention.

The saving on package freight transportation cost would be even greater than on bulk freight. The waterway, therefore, would develop western industries to an extent we have little dreamed of. While comparative costs can only be estimated roughly, it is expected that package freight from Chicago to Liverpool would be \$9.76 per ton less by the St. Lawrence than by present routes. Consider what this would mean to the packing industry of Illinois, Wisconsin and Indiana; to the steel industry at the foot of Lake Michigan; to the automobile industry of Michigan; the rubber factories of Ohio; and the flour mills of Minnesota.

And not only would export freight be

cheaper, but from interior points to our coast cities. It now costs 93½ cents per hundred pounds to ship fresh meat from Chicago to New York. Although the water route is over three times as long, it is estimated that meat could be carried by that route to New York for 75 cents and leave a handsome profit for the steamship. Package freight could be shipped inland at corresponding savings, so every part of the country would eventually gain by the investment necessary to make the channel. The farmers would be the first to benefit, but every one would share and the whole country would be richer, stronger, and with extensively developed industrial centers where now are only farms and pastures.

THE MAY CROP REPORT

THE Government crop report for May gave a promise of 584,793,000 bushels of Winter wheat, which was as much as anyone could expect. This optimism had no effect upon the market, however, for everyone knows that poorly started wheat is susceptible to serious damage through drought, and that many things may happen before harvest. Under ordinary circumstances the report would have been bearish in its influence, but it did not lessen the uncertainty a bit. The acreage left for harvest is 38,131,000, as against 42,702,000 acres last year. The condition was 83.5 as compared with 88.8 on May 1 last year, and 78.4 last month.

The average condition of rye on May 1 was 91.7 compared with 89 last month and 92.5 last year. This forecasts a production of 79,152,000 bushels as against 57,918,000 bushels harvested last year.

The condition of the hay crop is 90.1 which, on 74,345,000 acres, forecasts a crop of 103,579,000 tons, which is a substantial increase over the 96,802,000 tons produced last year. Stocks of hay on the farm are 10,792,000 tons or 11.1 per cent of the crop, as against 17.8 per cent last year. This is, perhaps, the most surprising feature of the report, as hay movement early in the season was very light owing to the excessive freight rates.

The report of spring plowing shows a very backward condition; 53.5 per cent as compared with 63.5 per cent on May 1 a year ago.

WILL 1909 BE REPEATED?

WE HAVE exported, from July 1, 1921, to May 1 of this year, about 250,000,000 bushels of wheat, including flour, which is about 50,000,000 more than we expected to export for the entire crop year. On May 1 the visible supply was about 31,000,000 bushels and the amount in first hands was comparatively small. Last year from May 1 to July 1, we exported about 65,000,000 bushels.

We do not pretend to be on the inside of the market, and have no idea in whose hands the present wheat rests in this country, but we merely call attention to the similarity of the situation to that of 1909 which, you remember, was the great Patten year. If our wheat supply is in strong hands, and the way offerings have been absorbed lately indicates

that it is, there may be a very drastic advance which may carry our domestic price above world price to the extent of the tariff differential, or 35 cents a bushel. This our millers and eventually our consumers will pay. Unless our last crop and holdover were materially underestimated, the stage seems to be set for a natural corner which has made itself, not by manipulation, but by a demand which has exceeded the supply. We are no prophet, but we would not like to be short on wheat.

EDITORIAL MENTION

State wheat pools are about as effective as a walking stick in a rain storm.

The season of clean up and fix up is here. There is no economy in running played out machinery.

The Grain Growers are still talking about handling this year's crops, but it is only the expiring gesture of the corpse.

It will take a lot of education to get a farmer to destroy a good volunteer wheat stand to get rid of green bugs.

The Rocky Mountain States were completely covered with a deep blanket of snow last week. Well, the grain trade has been snowed under for months, so there wasn't a thrill in the news.

Australia is finding out that it cannot handle a wheat crop profitably by sacking it at one end and bulking it at another. If they adopt the bulk method all along the line they will like it and save money.

During the first 13 days after navigation opened, 15,150,270 bushels of grain passed the American locks at Sault Ste. Marie. This relieved the congestion at the head of the lakes, but there is still much to move.

Professor Coulter, president of the North Dakota Agricultural College, has expressed himself as disappointed in the new wheat grade announcement. No N. D. professor could be satisfied with anything and hold his job.

The *Agricultural Gazette* of New South Wales recently published pictures and descriptions of the "Insects Infesting Stored Grain." We recognized all the old timers that have made trouble in this country for the last 50 years.

The U. S. Treasury Department forecasts a deficit of \$484,000,000 next year. This means an increase in taxes or cutting out some of the paternalistic bureaus, commissions and other outgrowths of insatiable political demand for offices.

The average freight charge on grain by western railroads was, before the recent reduction, 11.06 mills per ton-mile. The Federal barge line on the Mississippi-Warrior Service

charged 3.3 mills per ton-mile, and paid 3 per cent on the book value of the investment and set aside a reserve of \$152,682.28. These are figures which western grain shippers should note.

One of the valuable by-products of adversity, is the knowledge that we can get along very well without some of the luxuries we reveled in during the flush years. There were many in these United States who needed this lesson in relativity.

The agrarians in Denmark are threatening to form a political party because the farmers are not protected. Other interests complain that the farmers are getting all the favors from the Government. So you see we have nothing on Denmark in this respect.

The Rail Wage Board has undertaken to dictate the terms of employment and wages for an independent car company over the protest of the employes of the shop. Perhaps their next step will be to exercise control over elevators. There would be about as much sense in it.

Henry Ford is reported to have a secret process by which he can cut the cost of making fertilizer at Muscle Shoals 50 per cent. No wonder he has been willing to make concessions on his original offer to the Government for that property. And he will probably make a lot more before he gets it.

A recent near-accident to Thomas Olson, of the Farmers Elevator at Breckenridge, Minn., whose coat caught in a pulley and almost drew him to his death, should be a reminder that belts, pulleys and gears should be guarded against such accidents. Serviceable guards can be made at home at small cost, and the price of neglect may be excessive.

If the farmers want to get at the real source of their troubles they will direct their attention to the landlords in the cities. As long as rent takes 1/3 to 1/2 a man's income, wages cannot be materially reduced, and as long as wages are at present levels commodities which the farmer buys will be out of line with what he sells.

Julius Barnes has suggested to the Chicago Board of Trade, that May wheat settlement be left to a committee rather than rushing in wheat from point that are not naturally tributary to the market. Chicago May recently was 14 cents over Kansas City. Track grain was made deliverable, but that is not enough to protect the entire country.

Trade associations are under fire in the Edge Bill which has been introduced in Congress. Senator Edge presumes that trade associations are criminal bodies organized for the purpose of evading or disobeying the Sherman Law or other statute. If the Edge Bill was prompted by the Federal Trade Commission, which will have supervision over associations by the provisions of the Bill, it is another black mark against that

body, which has already accumulated about all the unfavorable opinions it can well carry. If there are any trade associations which are acting against the interests of the country, there are plenty of laws already on the statute books to control them. Certainly the grain associations are not among them.

Bread grains, which have been subsidized in Italy ever since the war, have now been put on world market levels. This policy was adopted by Austria some months ago, and although it occasioned riots at the time, the country is better for it today. Governments must cut expenses and let the world get back to an economic basis before we can even approach normal conditions.

Whatever form taxes take, it is always the ultimate consumer who pays. If the farmer thinks that, by shifting taxes to the manufacturer he is escaping his share he is mistaken. No matter who writes the check for the collector of revenue, we all contribute. The only way we can get lower taxes is by reducing expenditures, not by trying to shift the burden.

The bill providing for the appointment of a dirt farmer to the Federal Reserve Board is being given special favors in the House. The Department of Agriculture considers it particularly important. The Department of Agriculture has become the most active political branch of the Government, but it would be suicidal to make the Federal Reserve Board a vote catching body.

Our corn crop, if used for human food, would supply all the needed cereal calories for 400,000,000 people. No one would care to depend on corn exclusively for their breadstuffs, but the majority of people in the country could eat two or three times as much as they do and be better off, physically and financially than they are at present. The "Eat more corn" campaign is founded on good common sense.

From November 1 last year, to May 10 this year, the receipts of corn at the principal terminal markets has been 202,204,000 bushels, which is nearly 80,000,000 more than last year. This, together with the increased feeding of corn, and the late planting of much of the crop this year, will put the farmer in a good position with his new crop. But don't forget that the exports will decrease with better prices.

They are having a hard time in Canada prolonging the life of the Wheat Board. We venture to say that the grain trade, including farmer and consumer, is in more healthful condition in this country today than in any where the Government has kept in the grain business. Canadian farmers might profitably compare conditions in England and in this country. The English Government is trying to support the whole economic structure of the country and is having a hard time of it. We have pretty well cleared our skirts of government in business and are on the high-road to economic recovery.

J. W. BRYAN
Peoria

NEWS OF THE TERMINAL MARKETS

A. E. RUST
Cairo

ASK INSPECTION FEES BE REDUCED

The Kansas City Board of Trade, Kansas City, Mo., has petitioned Governor Hyde of Missouri and Governor Allen of Kansas to reduce the fees for inspecting and weighing from \$1 per car to a figure which will more nearly balance the income with the actual expenses.

AUDIT BUREAU

A committee was recently appointed from members of the Kansas City Grain Club, an affiliated organization with the Kansas City Board of Trade, for the purpose of organizing a Grain Credit Bureau. Of the 150 grain dealers who attended about 50 pledged their support to such a bureau.

OMAHA HAS GRAIN CLUB

The Grain Club of Omaha, Neb., was organized late in April with the following officers: S. S. Carlisle, president; J. W. Holmquist and W. J. Hynes, vice-presidents; Frank P. Manchester, secretary. The directors chosen were: E. C. Twamley, A. H. Bewsher, C. L. Bostwick, Barton Millard, John G. Kuhn and E. A. Cope.

RADIOPHONE QUOTATIONS

The Board of Directors of the Chicago Board of Trade passed a rule recently that no member of the Board should transmit market quotations by radiograph or radiophone without the approval of the Board of Directors and that quotations be sent only every half hour from the opening to the close of the session.

GOOD DEMAND FOR CORN AND OATS

Since the first of the month, the cash grain market has been rather dull on wheat, but we have experienced a good demand for corn and oats.

Receipts have been very light owing to the fact that farmers have been busy in their fields, so that the entire grain movement has been very much restricted.

Low grades of wheat have become very hard to sell as practically the only demand we are getting is for top grade milling wheat.—*Mutual Commission Company, Cincinnati, Ohio. Market letter of May 12.*

WHEAT GRADES AT MINNEAPOLIS

The directors of the Minneapolis Chamber of Commerce met late in April and established the same grades as the present crop year for wheat deliverable in contracts executed in the future market. Number 1 Spring wheat was made the contract grade. Other grades that may be delivered on contracts at premiums or discounts under the market are: Number 1 Dark Northern at two cents per bushel premium; No. 2 Dark Northern at one cent under; No. 2 Northern Spring at three cents under; No. 3 Dark Northern at 18 cents under; No. 3 Northern Spring at 20 cents under.

PRICES HOLDING WELL

Receipts of corn recently have been fair, and values have been holding up well in line with other markets. However, the demand for this cereal has not been active and has been only of an industrial nature. One of our largest plants here has cut down its daily grindings, and they have considerable corn in store and on track. Country acceptances on bids have not been large, and we look for light receipts for several weeks, as farmers will no doubt be quite busy with their work.

Our receipts of oats have been fair and values have been holding up well. The demand for this

cereal is not urgent, but daily arrivals are being taken care of at fairly good prices.—*Mueller Grain Company, Peoria, Ill. Market letter of May 12.*

JAMES M. CRIGHTON

Not every one is born with a proper birthright. It might be just as fittingly termed born under favorable auspices, or having the correct star of nativity. As far as James M. Crighton is concerned, however, the constellations were all favorable as his father was a grain man before him and for 40 years was a member of the Chicago Board of Trade and a prominent grain merchant on that market. Therefore it happened that young Crighton but followed his natural bent when he started in the grain business.

Mr. Crighton, whose portrait accompanies this article, is the son of the late James Crighton and was born in Chicago in 1892. After graduating from



JAMES M. CRIGHTON

the Oak Park High School in 1910 he spent two years attending the University of Illinois at Urbana and then entered the cash grain department of Logan & Bryan at that time under the management of Geo. A. Wegener. Besides acting as salesman "on 'Change" Mr. Crighton made short trips in the country, enlarging his acquaintance and adding to his experience both in the country and terminal market grain business. When Mr. Wegener organized the grain commission firm of Wegener Bros. in 1919 he went with him to serve in the same capacity as with the old house.

Mr. Crighton does most of his traveling in Indiana but the picture shows him in Illinois where he attended at Peoria the recent meeting of the Illinois Grain Dealers Association.

CORN RECEIPTS TO INCREASE

Soft Red Winter wheat continues to sell in our market at fancy premiums as compared to other western markets. Receipts of old wheat are very light and there is very little corn in the farmers hands or in the country elevators. There is not enough White corn arriving here to supply the demand.

Very little change in the oats situation. Heavy

oats commanding good premiums and meeting with ready sale whereas light weight oats are rather hard to sell, except, at wide discounts. We look for a very light movement of grain for the next 10 or 15 days but after that time believe we will see a good increase in the receipts of corn.—*McCardle-Black Company, Indianapolis, Ind. Market letter of May 12.*

GRAIN IN CARS REGULAR DELIVERY

The Board of Directors of the Chicago Board of Trade at a meeting held May 9 voted that car lots of grain on track in the Chicago switching district be regular for delivery on May sales commencing May 11. On May 10 there were 2,412 cars of all grain on track. The bulk of the grain on track was brought to Chicago from outside markets for delivery on May sales.

NO IMPROVEMENT IN CASH DEMAND

The current situation is by no means such as to warrant purchases on bulges, which are practically the result of shorts covering rather than an improved investment demand. It is common knowledge that a great deal of grain is headed for this market.

There has not been any decided improvement in the cash demand. Some improvement was noted on the recent break, but it seems that millers are not ready to follow an advancing market. While the export demand was reported as good for old crop wheat, it was said that 42,000 bushels of No. 2 hard F. O. B. Montreal was resold at equal to 8 or 9 cents under May here.—*J. Rosenbaum Grain Company, Chicago, Ill. From market letter of May 12.*

GOOD OUTLET FOR EXPORT

There is very little wheat moving to this market at the present time although we are getting occasional shipments from Wisconsin points and that quality is selling here at very good prices compared with other markets.

The movement of corn and oats has not really started in, but we figure that after seeding is completed and corn planted, that we will get quite a run of these grains. We are figuring that our market will be fully in line with other markets on corn and oats in view of the very favorable outlet we have here via the Great Lakes for export. A number of cargoes have already been shipped and look for a steady demand through this source throughout the summer.—*E. P. Bacon Company, Milwaukee, Wis. Market Letter of May 13.*

LIGHT MOVEMENT OF CORN EXPECTED

We are having limited receipts of wheat in this market, but the demand is also very limited, millers claiming there is no demand for flour, especially for their better grades. They have a fair demand for the lower grades; they are doing mighty well. Wheat from the farmers elevators and farmers seems to be pretty well worked out. There is considerable wheat at the terminals that is mighty hard to work, as the mills are all filled up full of this wheat and do not know which way to turn. The growing crop is looking the best ever seen in Illinois and Missouri.

There is a little movement of corn and it looks as though the movement will continue light now for the next 40 or 50 days. We do not think we will get the usual after planting movement that has heretofore come from Illinois. The season is late and farmers are behind with their work and this will undoubtedly stop their improvement work.

Same is especially true of oats, only we think the oats are more nearly worked out of Illinois than any place else. There is a spasmodic demand for them throughout the South and Southeast, but on account of their finances they are buying very sparingly, although their buying has been sufficient to take care of all our receipts, which caused a good strong market each day and we think it will continue for some time.—*Elmore-Schultz Grain Company, St. Louis, Mo. Market letter of May 12.*

CORN AND OATS MARKET STEADY

There is practically no business being transacted in this market at the present time on Soft Winter wheat. Local millers are grinding mostly the Spring varieties which are coming in in good sized quantities by lake.

The corn and oats markets have ruled very steady for several weeks past, prices fluctuating during that time within 1 cent per bushel range. Receipts of both corn and oats are very moderate and as a consequence the demand is very good.

The demand from the East continues in very good volume in spite of the spring weather and

pices of the Department of Agriculture. Clifford Thorne, general counsel for the American Farm Bureau Federation, was made chairman of the committee and L. F. Gates of the Chicago Board of Trade, secretary. Other members include J. H. Mehl, U. S. Grain Growers, Inc., J. W. Shorthill, Omaha, secretary Farmers National Grain Dealers Association, F. B. Wells, Minneapolis, and C. W. Lonsdale, Kansas City. President Robert McDougal of the Chicago Board of Trade appointed a committee to work out details of a uniform authorization by non-member corporations.

SETTING THE PUBLIC RIGHT

BY B. S. BROWN

In order to combat the adverse sentiment which has developed in many sections against grain exchanges, the Kansas City Board of Trade has appointed a publicity committee and has undertaken a campaign of educational advertising in daily news papers. The first ads appeared in the Kansas City *Star, Journal* and *Post* several Sundays ago and others have followed at intervals of a week. Different advertising copy is used for each paper. Two of the advertisements which appeared are reproduced herewith. As published they measured 6½x10 inches. The initial expenditure calls for about \$5,000 and if favorable results are discernible, a larger sum may be appropriated.

The copy for the advertisements has been prepared with a great deal of care, each single piece presenting in an effective manner one of the many legitimate and useful functions of a grain exchange. The advertising is designed primarily to reach the "public," as opposed to the trade, and for this reason space was secured in the news sections of the papers and not in the market sections. Also no effort was or will be made to secure space in trade papers since the views to be presented are well known and accepted by practically all the trade.

Commenting on the publicity campaign, Charles W. Lonsdale, chairman of the committee, said:

"That part of the public which does not come in direct contact with organized grain markets appears to have adopted an attitude of doubt and in many cases of suspicion toward a board of trade. It is easy to find the reason for this. There has always been more or less agitation against exchanges and recently it has been more pronounced than ever, due to the widespread dissatisfaction over the decline in prices and the general reaction from war time prosperity. There is no logical connection between an exchange and advancing or declining prices, since the Board merely records the changes, and we feel it would be to our advantage to state the facts to the public."

"It has long been the policy of newspapers to give prominence to anything of a spectacular character concerning boards of trade," said an official of the exchange, "and this has resulted in a misconception on the part of the public regarding the true purpose of an organized market. It is no exaggeration to say that a majority of people think of an exchange as a licensed gambling institution, due to the frequent headlines featuring the financial activities of an individual who often has only the slightest connection with a market."

Other members of the publicity committees at Kansas City are Ben L. Hargis, retiring president, and George Carkener.

Other phases of publicity work, such as are conducted by the publicity department of the Chicago Board of Trade, are under consideration, but as yet nothing definite has been decided on by the Kansas City committee beyond the newspaper advertising campaign here set forth.

LARGE RECEIPTS OF WHEAT

It is apparent that the country is being swept for wheat to deliver on May contracts, and the word "swept" is used advisedly, for from the amount of mouldy, dusty, dirty wheat being received, it is apparent that many farmers and many country elevators are down to the bottom of the bins. But wheat continues to come here from all markets, even Minneapolis contributing 5,000 bushels.

The seaboard reported a brisk export demand,

but no figures were given out, and it was said that all bids for wheat in nearby positions were for Manitobas. Concerning the demand for Hard Winter wheat, New York reported that an exporter there had resold 42,000 bushels, F. O. B. Montreal, for May loading, at the price of 8 cents to 9 cents under the cost F. O. B. Chicago. There seems no change in the situation which has apparently developed into an endurance contest between May longs and May shorts.—*Hulburd, Warren & Chandler, Chicago, Ill. From Market letter of May 12.*

STOCKS OF CORN RATHER LIGHT

Wheat has been moving in our territory in a small way. Prices just now appear to be rather attractive and there are more or less endeavors to market where possible.

Receipts of corn from country stations small. Prices prevailing here are just about in line and due to the present season of the year buyers are inclined to buy corn very sparingly. Track receipts just about enough to take care of the demand.

There has been a fair to good inquiry for No. 3

Who we are What we do

The Kansas City Board of Trade is an organization of local grain merchants who act as agents between the grower of the grain and his customer.

The Board itself does not buy nor sell grain. It is similar in organization to the Real Estate Board, the Bar Association, and other like bodies. It merely formulates the rules under which its members operate. It evolves these laws with an eye to fair play and square dealings. It looks to the interest and welfare of both parties represented by any of its members.

The members of the Board—as merchants—carry on the buying and selling of grain. They compete with one another for the business of the farmer, and then seek a ready market for their purchase. They go out into Kansas, Iowa or Nebraska, to purchase wheat and corn and then sell it again, consigning it to any part of the globe.

The Board merely adopts rules and regulations which guarantee uniform practices among its members for the protection alike of the shipper and purchaser and the members as well. Besides this, it provides a place for these operations, affording a common meeting ground for buyer and seller—a clearing house for the grain supplies of the great Southwest.

The Board of Trade
of Kansas City, Mo.

ONE OF THE KANSAS CITY ADVERTISEMENTS

there is every reason to believe that this demand will continue right through the summer as conditions in this vicinity have improved so rapidly since the first of the year that we may safely say the grain and feed trade in the East is again on a normal basis and that from now on a normal and seasonable demand can be confidently counted upon.—*J. G. McKillen Inc., Buffalo, N. Y. Market letter of May 12.*

MUST HAVE CONSENT

The membership of the Chicago Board of Trade by recent vote of 448 against 38, adopted the new rule requiring non-member corporations to give written consent to commission houses showing that their officers have authority to trade in futures before such trades may be accepted. The rule protects non-member corporations and Board members against abuses arising from unauthorized trading and further strengthens the position of exchanges in providing mutual protection for all who transact business on the Exchange.

The rule was drawn up and submitted for action by the new Joint Conference Committee on Grain Exchange Practices, whose purpose is to iron out differences between producers and handlers of grain and to consider in an informal manner complaints that may arise. The committee was created at the suggestion of Joseph P. Griffin, then president of the Chicago Board of Trade, at a conference under aus-

A Result of Evolution

The Boards of Trade are the natural outgrowth of the development and progress of the last half century in the marketing of grain and grain supplies.

When men owned small farms and each raised only enough grain for his own family consumption, he had no worry over the problem of marketing his product.

But as time went on he began to expand—the railroad opened up new possibilities—and he entered into grain growing as a business proposition. Then he began looking about for a place to sell his product. His yield was so large that he was unable to sell it to one, two or even five men. He must seek a wider field.

With this thought in mind, a group of far-sighted business men located at various railroad intersections, conceived the idea of establishing a market place for this farmer and for others in his position. They saw the value of providing a common meeting ground for buyer and seller—for producer and consumer.

Some seventy years ago saw the first of these organizations formed. Today every agricultural district is provided with its market place—its Board of Trade—where grain traffic is carried on under organized rules and protection.

The BOARD of TRADE
OF KANSAS CITY, MO.

KANSAS CITY DEALERS TELL THE FACTS

white oats of desirable quality and also for selected No. 2 whites. Elevator stocks here are much lighter than at anytime since January. The arrivals are sufficient to take care of daily requirements, and price fluctuations follow rather close to the western market values.

The buying trade on both corn and oats are not inclined to anticipate their requirements. The strike situation in the coal district has curtailed the demand considerably.—*Harper Grain Company, Pittsburgh, Pa. Market letter of May 12.*

MILWAUKEE CHAMBER ADOPTS AMENDMENT

The members of the Milwaukee Chamber of Commerce adopted the following amendment to their rules by unanimous vote on May 9:

"Any member, firm or corporation accepting orders for the purchase or sale of any of the commodities dealt in under the rules of this Association for future delivery, from a non-member corporation, shall obtain in advance from such non-member corporation a written authorization to the effect that the manager or officer of said corporation giving such orders, or orders, is duly authorized by his corporation to buy or sell such commodities for future delivery under the rules and regulations of this Association for the account of his corporation, and the name shall be entered upon the books of the aforesaid member, firm or cor-

corporation accepting the same in the name of the corporation for which the order or orders were made. In addition to the regular confirmation prescribed by the rules, written notice of each transaction shall be mailed to some executive officer of the said corporation, other than the manager or officer giving the order. A violation of the provisions of this rule shall as the Board of Directors in its discretion may determine; provided, however, that in the opening of new accounts a reasonable time for securing of such authorization for the first order may be allowed. Effective June 1, 1922."

CHANGES IN MEMBERSHIP

Chicago.—The following new members have been elected to the Board of Trade: Don C. Carr, Albert J. Murphy, George T. Wood, Jr., Philip H. Schifflin, Clarence C. Hobson, Charles E. Thayer, Charles F. Sommer, Tom J. Garrison, George S. Kemp, George A. Hill and John H. Simon. The following memberships have been transferred: William E. Patterson, Richard S. Salter, Estate of Henry I. Morris, Estate of M. H. Simons, Charles B. Suter, Sidney H. Warner, Howe G. Baxter, Estate of Philip H. Schifflin, Estate of Carl H. Thayer, William H. Johnston and Roy S. Van Borg. Sim Fernandes has been reinstated as member of the Board. Charles P. Andrews has been suspended, and Edward W. Scott, Frederick T. Chandler, Jr., and Peter P. Gluck have been expelled. Reported by Secretary John R. Mauff.

Duluth.—C. A. Magnusson has withdrawn his membership on the Board of Trade. Reported by Secretary Charles F. MacDonald.

Kansas City.—Membership on the Board of Trade has been granted to R. W. Sampson. Wyan Nelson has withdrawn his membership on the exchange. Reported by Secretary E. D. Bigelow.

Wichita.—New members on the Board of Trade are: Ray P. Denton of the Wallingford Bros. and William M. Marshall of the Red Star Milling Company. Reported by Secretary R. B. Waltermire.

MARKET NEWS SERVICE TO COVER GROUPS WITHIN GRADES

Through the new market news service, quotations on wheat will not be confined simply to price ranges and averages for Grade No. 1, 2 or 3, but will also quote the price of groups within grades, such as "No. 3, 15 per cent moisture, otherwise No. 1", and the like. These price quotations are expected to indicate the true market price of any particular sample of wheat. This market service, which is expected to cover ultimately all important grain markets, will be inaugurated in the big Spring wheat market at Minneapolis in close conjunction with the administrations of the Future Trading Act and the Grain Standards Act.

Wheat price quotations are to be gathered in the market and distributed to farmers through the agency of the press, by wire and by radio, so that the prices of all grades and qualities of wheat will be generally available to farmers and country buyers. By this revision of the inspection rules to bring out additional facts as to price-influencing factors coupled with the widespread distribution of the news to the farmers and country buyers, it is believed that effective relief for the marketing problems of the Spring wheat growers may be secured.

In order that farmers and country buyers may utilize this new information and be able to understand its relation to the quality and value of their grain, an extensive campaign will be launched in co-operation with the extension agencies of the Spring wheat states with the object that the milling value of wheat may be properly reflected in the price which farmers receive. Through a close study of the information gathered through the grain market news service in the principal markets and other information gathered at primary markets, the problem of assuring a fair price for wheat to the producer under the present grading system will be worked out.

The added publicity given to grades and the causes of their being lowered will taken much of the thunder away from the political agitators who make wheat grades an issue.

TERMINAL NOTES

The Nye & Jenks Grain Company of Chicago, Ill., recently increased its capital stock from \$250,000 to \$1,000,000.

George E. Marcy, president of the Armour Grain Company, of Chicago, Ill., returned late in April from a visit to California.

The Corn Products Refining Company, of Chicago, Ill., is reported to have formed a German grain corporation capitalized at 50,000,000 marks.

W. H. Burns, formerly representing at Kansas City, Mo., Lamson Bros. & Co. of Chicago, became connected with Dilts & Morgan on May 1.

J. H. Riheldaffer has left A. L. Goetzmann Company, Inc., of Minneapolis, Minn., to take charge of the wheat sales of the McCaull-Dinsmore Company.

Lester Howard, until recently with H. D. Radatz & Co. of Toledo, Ohio, is now connected with the Clover Leaf Railroad as traveling representative.

The Newell-Harison Company has been formed to engage in the grain commission and brokerage business at 315 Board of Trade Building, Duluth, Minn.

James Richardson & Sons, Ltd., Montreal, Quebec, has leased the entire fourth floor of the new Furness House on St. Alexis and W. Sacramento Streets.

Ren Martin, formerly of Herb Bros. & Martin of Pittsburgh, Pa., has purchased a controlling interest in the Union Feed & Grain Company of Uniontown, Pa.

R. C. Shelton of the Cozart Grain Company, Oklahoma City, Okla., was recently elected secretary of the Oklahoma Grain Exchange, succeeding G. V. Topping.

Jos. W. Connor of Superior, Wis., was recently appointed a member of the Wisconsin Grain & Warehouse Commission for three years, succeeding Edward McKinnon.

Lawrence D. Donahue, formerly assistant secretary of Donahue-Stratton Company of Milwaukee, Wis., has become associated with T. S. Lewis & Company of Chicago.

The Continental Grain Company has been formed at Minneapolis, Minn., to conduct a general grain business. Officers are, H. A. Murphy, president; A. B. Marcy, secretary and treasurer.

Carl A. Hawkins, an employe in the office of Quinn-Shepherdson Company, grain commission house of Minneapolis, Minn., was recently indicted for embezzeling some \$3,000 of the firm's money.

The Nash-Wright Grain Company, after maintaining its general offices for 32 years in the Postal Telegraph Building, Chicago, has moved to the sixth floor of the Board of Trade Building.

The Board of Directors of the Chicago Board of Trade, at a special meeting in April, declared the Keystone Elevator "regular" under the rules of the Board, for storage of grain and flaxseed. It has a capacity of 550,000 bushels.

H. H. Peterson, president of the Milwaukee Chamber of Commerce, and Secretary Harry A. Plumb represented the Chamber at the annual meeting of the National Chamber of Commerce at Washington, D. C., May 15 to 18.

A dissolution of the Interior Grain Company incorporated in 1913 and the T. M. McCord Company incorporated in 1909 at Minneapolis, Minn., both of which have quit business has been asked in a petition filed in the district court of Minneapolis.

Robert C. Woodworth, manager of the Concrete Elevator Company, Minneapolis, Minn., was united in marriage recently to Miss Margaret Bardwell of that city. After the honeymoon passed in the East they will be at home to their friends in Minneapolis.

Wm. M. Richardson, head of Richardson Bros. and of the Philadelphia Export Company of Philadelphia, Pa., as well as president of the Washington Baseball Club has enlarged his activities by taking on a 10-year lease of the theater on the Garden Pier at Atlantic City, N. J., under the name Pro-

gressive Amusement Company of which he is president. Members of the grain trade when in the East will be undoubtedly made welcome in this new amusement house.

Mathew Snow, formerly secretary of the Northwest Grain Dealers Association, Winnipeg, Manitoba, has been appointed a member of the Board of Grain Commissioners for Canada, replacing Commissioner W. D. Staples, whose term of office expired recently.

Harry F. Todd, for a number of years past, associated with grain interests of Chicago, joined the newly organized firm of Harrison, Ward & Co. of Bloomington, Ill., on May 1 and was elected vice-president of the company. The firm plans to open offices at several points.

The Pennsylvania Railroad Company has appropriated \$165,000 to provide for new grain floating facilities for its port of Philadelphia. It will consist of a floating grain elevator with a delivering capacity of about 15,000 bushels an hour and three barges with a capacity of 40,000 to 50,000 bushels.

A. R. Templeton, formerly member of the firm of Johnstone & Templeton at Milwaukee, Wis., but who has been out of the grain business for the past few months, has again become actively engaged in the grain trade in becoming manager of the Milwaukee office of Armour Grain Company of Chicago.

James A. Patten of Bartlett Frazier Company, Chicago, Ill. was presented with a beautiful basket of roses "on 'Change'" on the morning of May 8 by his friends and associates on the Chicago Board of Trade to commemorate his seventieth birthday. C. H. Canby, former president of the Board, made the presentation speech.

Dean, Onativia & Co., Chicago grain and stock firm, removed their general offices on May 1 from the Postal Telegraph Building to larger quarters on the tenth floor of the Continental & Commercial National Bank Building. The firm has also taken over the brokerage business of Benjamin R. Cahn who joins the company as a co-partner. The office which Mr. Cahn maintained for many years at 38 North La Salle Street, is continued under his management as a branch office of Dean, Onativia & Co. under their name.

The Smith-Sayles Grain Company, of Columbus, Ohio, write us that increasing business has made it necessary for them to employ additional help and on May 1 engaged L. W. Stephenson, an experienced grain man, who will be of considerable help in making every one a satisfied customer. They state that conditions in their territory look very favorable for a big crop this year and they are going to be prepared to handle it in a manner to give satisfaction to all their shippers and buyers.

The Board of Directors of the Cincinnati Grain & Hay Exchange, Cincinnati, Ohio, has put into effect a plan by which every car of grain and hay received on an order-notify bill of lading and bought and sold between members will be handled on a compulsory warrant system. The effect is that every car will remain under the control of the warrant officer of the Exchange as the custodian for the seller until it has been paid for. The order-notify cars are surrendered upon arrival to the warrant officer or the bill of lading indorsed to the Exchange which issues a negotiable instrument recognized by the leading banks.

EUROPEAN WINTER WHEAT

The condition of the Winter wheat crop is generally fair in western Europe and good in central Europe, according to advices received by the United States Department of Agriculture. Warmer weather is needed to aid growth in France and Great Britain. The area sown in Italy is 288,000 acres less than last year but 510,000 acres more than the last 5-year average. The crop is up to the average in Egypt but rain is needed in Algeria, Tunis, and Morocco. Very little winter-killing is reported in Canada.

The first estimate of wheat production in British

India is 365,235,000 bushels which is 140.4 per cent of the corresponding estimate for 1921, and also above the 5-year average (final estimates) which was 346,737,000 bushels. It is expected that the Argentine production will exceed the original offi-

cial estimate of 154,873,000 bushels. Recent reports indicate that production in Australia will probably not equal the early official estimate of 134,184,000 bushels. The final figures for the Australian crop will soon be available.

The Agricultural Revival

The Present Situation of American Agriculture and its Prospects in the Immediate Future—The Farmer's Day of Opportunity at Hand

By JULIUS H. BARNES*

FOR eighteen months the farms of this country have borne an undue proportion of the burden of deflation. Their purchasing power has been so reduced by unprofitable production that the effect has reached every other industry. The necessarily long period of preparation and production of seasonal farm crops retarded, as perhaps in no other large industry, the prompt adjustment of production costs to income. This season's production costs will be radically reduced.

It has taken 18 months of farm prostration and resultant distress in other industry to bring this country to an appreciation of the interdependence of all commerce.

American agriculture has been securely based on its possession of the world's greatest area of fertile soil. Its production has been stimulated and its costs reduced by the use of mechanical appliances peculiarly American. Its farm prosperity has been built on the production of surplus crops for export. It is, I believe, a shallow analysis that compares the acreage production of standard crops in the cheap-labor countries of the congested portions of Europe, with the acreage production of our own vast grain areas. It is a fairer and sounder comparison to use the unit of men employed in the industry, and on this basis America leads the world in production ratio.

It is, I believe, also a shallow analysis of the condition of American agriculture that points with foreboding to the census of relatively fewer engaged on farms and relatively more employed in the manufacturing industries. A comparison of our crop production over periods long enough to absorb the abnormal influence of exceptional years, shows that there is a steady gain in production, measured by both capita and acre. It shows, moreover, that in spite of the steadily enlarging consumption of grain products at home, the surplus available for sale overseas has been distinctly on the increase.

If there were ever a people that should have watched its foreign markets and protected the ability of its foreign customers to buy and pay for the product of its farms, it was America. Forty per cent of its people directly in touch with the farm, and affected by its prosperity; more capital invested in agriculture than the aggregate of manufacturing, railroads, and mining combined; furnishing, since the elimination of Russia, overseas 75 per cent of the world's exports of bread grains. The war-created necessities of our European neighbors were supplied by America at war prices, until on the six million farms of America over three million automobiles added the final touch of comfort and even luxury in that industry. Parallel with this plain self-interest, in the preservation of the solvency and the maintenance of the buying power of our European customers, ran the clearest dictates of human helpfulness. The leadership won by our decisive aid in war and in the armistice period succeeding, had given us the complete confidence and trust of the world.

In the almost complete prostration of Europe, the problems of reconstruction facing Allies and former foes and newly-created democracies, should have called for every response of leadership in us. We turned our backs upon the call, presuming ourselves secure in what proved to be a most evanescent prosperity of our own; we thought to escape the inevitable commercial and industrial wreck that this most destructive war had inflicted on Europe.

Surely our people have learned from the recent

distress and loss that entered every home, surely we realize that goods can not be produced and bought and sold except on some stability of world commerce; surely we realize that the foundation of world commerce rests on finance and that sound finance is destroyed by the competitive race for armament. Surely there must be ratification of this effort (Peace Conference) to provide the method of making effective industrial, commercial and financial remedies. These treaties constitute the first long step in the direction of a world-wide treatment of world-wide problems. World co-operation can surmount the difficulties of world disorganization. There can be rebuilt the processes of trade, at home and overseas, on which employment and resultant content may rest; if we now are ready, as the public approval of these treaties indicate, to throw the weight of our leadership and our resources into sound co-operative effort, then the way lies clear to better days.

We must condemn the national vision that could not foresee the prostration of agriculture that would inevitably follow the collapse of our best customers; but in our recent national record, lies other real satisfactions which we have a right to contemplate with some pride.

The last two years have written in various quarters of the globe the world's strangest chapter of financial history.

Four years of gigantic warfare disproved all the accepted theories of the abilities of peoples to withstand crushing financial burdens. Fantastic paper currencies, since, have been stained with the tears and blood of ignorant and misguided people. Political theories, preached in the abstract for generations, have discredited themselves for generations to come, by the utter wreck occasioned. Social theories that disregarded the primary impulse of individual human nature have brought their own disaster upon peoples unable to understand or unwilling to fight for the fundamental principles of human liberty on which alone human happiness could be based.

From all this wreck and turmoil we see emerging certain great truths on which human happiness and human progress must rest.

For instance, it is clear to us, as never before, that the primary obligation of constituted Government is to preserve in stability its measure of value (money); that it has a sacred obligation never to deliberately inflate or deliberately deflate its currency valuations; that it must bend every proper effort to preserve this relative value stability, in the protection of the possessions, the employment, the means of livelihood on which the happiness of its people must rest.

In fortunate America we have tasted the fringes of doubtful deviation from sound finance. A period of partially deliberate inflation, justified perhaps by the necessity of war loan flotation, brought in its train of increased prices, myriad instances of universal suffering among the salaried and investment classes. A succeeding period of partially deliberate deflation has also written its record of industrial disaster and resultant unemployment that touched the homes of four million wage earners in this country. We may be proud, indeed, that through these eight years of reckless tempering with economic and financial law, our country has stood, in the main, for honest money and an honest measurement of human effort and human thrift, made effective by an honest standard of value.

The accent to the world that America, on whom the world depended for 75 per cent of its bread,

must also supply its chief former competitor in world production marked the turn in the price course of the world's markets. On January 19, the price of wheat in Buenos Aires, the market-place of our chief competitor, Argentine, was 95 cents per bushel. Five weeks later the price had risen to \$1.45, under the impulse of a world demand stimulated by the demonstration of Russia's dependence on American foods. At the same time, reviving confidence in the recuperation of Europe brought also the will to buy, and the ability to pay for American farm production. What has this advance meant to the American farm?

On October 18, at the far stations out in Nebraska, the price of corn was as low as 16 cents per bushel. By March first, the price had advanced to 39 cents, or an increase of 150 per cent, all of which increase goes into the farmer's pocket. Taking the State of Nebraska as typical, the governor of Nebraska has recently made this statement: That the increase in the value of farm products in that single state has been from \$392,000,000 last November 1, to \$457,000,000 March 1. That is, it seems reasonable to calculate that the buying power of this single state has increased in the past four months by \$65,000,000 on its farm products alone. This is a very significant change of base, and one which furnishes the foundation for the soundest optimism.

It would be unfair and unkind in recording the improvement thus in farm position not to give due credit to the intelligent action of the War Finance Corporation, with its well distributed loans which enable many farmers in many lines of farm products to wait a favorable turn in the market, instead of being forced to liquidate at the very depth of the price depression. Recently, the Secretary of Agriculture, the chairman of the War Finance Corporation, and the President, have all recorded favorable turns for the better in the basic industry of agriculture.

As we study the future we more and more see that the social and political system that wrecked Russia will, of its own character, prevent its early recuperation. We are assured of an almost absolute dependence by the consuming world on the American farm, for perhaps years to come. The ability of that consuming world to reconstruct its industries, enlarge its employment, and thus increase its consuming reliance on us, and enlarge its ability to pay, is very clearly in the making.

A typical case of this is Austria. The Austrian Empire, cut by the Peace Treaty into a score of fragments, seemed utterly prostrate and wrecked. Every new frontier was a barrier to trade, which stifled industry on both sides. Jealous new democracies, inflamed by radical antagonisms generations old, seemed willing to work their own destruction in the damage they sought to inflict upon their new neighbors, by transportation embargoes and tariff blockades. Two years of suffering have changed these attitudes, and within the past few months a customs union has been created, with its promise of reviving production. Austria, the former financial and commercial center for the areas now composed in Czechoslovakia, parts of Poland, Hungary and Yugoslavia, almost collapsed when these were cut from her by the boundaries, but trade agreements and the flow of trade thus released in accustomed channels are reconstructing Austria. This last week the American Congress postponed for 25 years, the \$50,000,000 of obligations which represent the feeding of her people during the Armistice collapse. Relieved from the pressure of this blanket mortgage due us, the countries of Great Britain, France, Italy, Czechoslovakia have each loaned Austria a working capital for the rebuilding of her industries. These loans are now secured by the famous Gobelin Tapestries, but these will be released as other security is provided later. These loans will be expended under the direction and advice of the British Treasury. Encouraged by this provision of actual cash resources, Austria has taken a new grip on her national budget. She has proposed to increase her taxes on alcoholic drinks, to double the tax on tobacco, to increase railroad, telegraph

*Reprinted through the courtesy of *The Round-Up*, Chicago.

and telephone, and vessel rates; to reduce expenditures by the elimination of superfluous state employees, who will be absorbed into this reviving industry, and to relieve state revenues of Government subsidies by denationalizing railroads. In this atmosphere of confidence for the future, Austria can float an internal loan now which will assure her the means of revivification of national industrial life. I quote only the opinion of men competent to speak when I say that Austria which, two years ago, seemed to be the world's outcast orphan, is clearly on the road now to a national rehabilitation within her reduced boundaries. This is typical of the processes going through all the countries of Europe, and progress in these directions spells for us the export outlet for our industries, of which we have so keenly felt the lack.

Let me review briefly the reasons why I believe Agriculture can face the immediate future with every assurance that its chief problems are assured of solution, and its future certain.

Within the past few months we have seen these developments:

Wheat has increased 40 per cent in price.

Sheep have doubled.

Cotton has doubled.

Hogs have almost doubled.

Steadily advancing foreign exchange values show that the era of exchange speculation has passed, and the era of legitimate export and import trade has begun.

A Europe that has dreamed of the easy creation of wealth by printing-presses, is learning the hard way to health by a curtailment of expenditures, and the resultant balanced budget that maintains the stability of currency and trade, and without which trade languishes and dies.

A Europe whose trade channels were cut and closed by the new frontiers of the Peace Treaty has reconstructed the commercial flow across those boundaries, by trade agreements that are restoring the healthy life of Europe.

A Europe that conceived reparations to be collectible beyond the current productive capacity of a people, is learning that the burden must be re-adjusted to the limit of endurance, or the resultant collapse will drag down creditor and victor as well.

A Russia that is recovering from its destructive debauch of communism is plainly approaching saner relations with the world and the final appreciation that all human relations, individual and national, rest on the observance of good faith and the redemption of pledges.

An Ireland, long dreaming of freedom, is to be given its opportunity for a membership in the family of nations—thus removing a source of world unrest.

In America, difficulties of farm finance have been greatly lessened and a wide appreciation of the long seasonal requirements of farm financial needs will work out through public or private agencies a greater independence of the farmer in the future selection of his markets and prices, carrying with it the promise of a greater buying power of the farm, auguring well for other industries of every character.

Our National Congress has, perhaps insufficiently, eased the stifling pressure of taxation which laid a deadening hand on enterprise, at the very time that every incentive to new enterprise and employment was needed for our people.

The easy and happy thought idea that Government operation could spell relief for all human problems and human distress, has lost its seductive charm as we contemplate the proposed sale at ten cents on the dollar of the Merchant Fleet we constructed marvelously quickly, but have failed to operate Governmentally with success.

A public that seemed inclined two years ago to deem the sole evidence of honest business to be the entire absence of healthy profits, has learned that healthy profits maintain industry and pay salaries and wages, as well as fair returns on invested capital, in the form of dividends.

In these improved conditions and in this more helpful atmosphere, initiative, resourcefulness and

enterprise may once more venture with confidence of fairer treatment and a greater hope of successful operation.

The consumer market abroad for all products, of both farm and industry, is now reviving.

The market for farm products at home, and for the products of our industry, is beginning to stir.

Reasonable men may no longer doubt that the long siege of fever has run its course, and the process of healing is definitely and clearly under way.

The American farm can be told today that the day of opportunity for agriculture has arrived, here and now. It can be told that thrift and energy in agricultural pursuits may now count with confi-

dence on the reward of those fundamental qualities, the pre-war relation between the prices of the chief farm products and the general commodity index has been actually restored, and restored by the processes of natural law, which promises to maintain that relation, unless some world cataclysm develops of which we have no warning at this moment.

Industry may be told that, on basis of a revived agriculture now assured, it may begin to frame its productive program afresh. At home and abroad, the skies are definitely clearing, and the record of progress in the healthy restoration of our industries will be, I believe, day by day, increasingly clear.

TRADE NOTES

The J. J. Ross Mill Furnishing Company of Portland, Ore., has placed on the market the new Ross Oat Huller for the feed miller, or grain elevator operator who manufactures and handles feeds as a side line.

The Commission of Public Docks of the City of Portland, Ore., has installed at their new No. 4, Terminal Pier No. 5, an Ottumwa Rocking Cradle Gravity Box Car Unloader and Loader, manufactured by the Ottumwa Box Car Loader Company of Ottumwa, Iowa.

Our reports show an ever increasing interest in new grain elevators and repairing and remodeling of old houses. Those who desire to make changes, or build will do well to place their orders early to avoid the rush of business that bids certain to follow later in the summer.

A reorganization of the supply sales department and the establishment of a merchandising sales department are the major changes in the organization of the Westinghouse Electric & Manufacturing Company of Pittsburgh, Pa., according to announcement made recently by H. P. Shute, vice-president of the company.

A late folder issued by The Wolf Company of Chambersburg, Pa., describes their Wolf Cracked Corn Separators. These machines are constructed with a two-sieve or a three-sieve separator. They are strongly made and their intrinsic worth is found in their increasing the feed value of cracked corn. All grain elevators and mills interested are requested to send for one of these new and interesting bulletins.

The Morse Chain Company of Ithaca, N. Y., whose silent chain drive is used so extensively in grain elevators and flour mills will have a very elaborate exhibit of Morse Silent Chain Drives at the Knitting Arts Exposition in Philadelphia, Pa., May 22 to 26. It will include a full line of chain samples and there will be in attendance representatives of the company qualified to give expert engineering advice on transmission problems.

An article in the May issue of the AMERICAN MILLER had the following to say about the Mutual Fire Prevention Bureau of Chicago, which, among its other objects, has done a great deal of investigation as to the causes of fires and taken steps to prevent them: "The companies at the present time are federated under the Mutual Fire Prevention Bureau of Chicago. This Bureau was formed in 1910 by the Millers National Insurance Company of Chicago, the Western Millers Mutual Fire Insurance Company of Kansas City, the Ohio Mutual Fire Insurance Company of Canton, the Michigan Millers Mutual Fire Insurance Company of Lansing, the Grain Dealers National Mutual Fire Insurance Company of Indianapolis, the Mill Owners Mutual Fire Insurance Company of Iowa, Texas Millers Mutual Fire Insurance Company of Fort Worth, Pennsylvania Millers Mutual Fire Insurance Company of Wilkes-Barre, Millers Mutual

Fire Insurance Company of Alton. Two years later the Millers Mutual Fire Insurance Company of Harrisburg, Pa., was admitted. The Bureau, as its name implies, by inspection, experiment, and publicity aims to prevent fire. It establishes standards of installations and constructions, and is a useful and constructive agency of the insurance companies. Eugene Arms is manager of the Bureau."

CORN EXPORTS AND PRICES

Looking back over our corn exports for the past 40 years it is interesting to see how close the relationship is between price and foreign sales. In the crop year beginning July 1, 1888, 103,418,719 bushels of corn and meal were exported. On December 1 of that year the farm price for corn was 28.3 cents. A year later the price was 50.6 cents and the exports of the year dropped to 32,041,529.

On December 1, 1894, the price of corn was 45.7 cents. The exports that year were 28,585,405 bushels. The following year corn dropped to 25.3 cents and exports increased to 101,100,375 bushels. For five years thereafter corn was cheap, the prices for the successive years being 21.5; 26.3; 28.7; 30.3; and 35.7 cents per bushel. The exports during all those years were very large; in 1895 they were 101,100,375 bushels, and in the succeeding years, 178,817,417; 212,055,543; 177,255,046; 213,123,412; and 181,405,473 bushels.

The following year, in 1901, the price rose to 60.5 cents and exports dropped to 28,028,688 bushels. Coming down to recent times: In 1919 the farm price was 134.5 cents per bushel, and the exports only 16,707,447 bushels. The next year the price dropped to 67 cents but the exports changed scarcely at all. In 1921, however, corn was only 43.3 on December 1, and the exports of the year were 70,905,781 bushels.

It thus appears that Europe is interested in our corn to any great extent only when it is below 45 cents in price at the farm.

THE LOG OF AN ELECTRICAL FIRE

An insurance contemporary gives the following short and snappy log of a mill fire from an electrical hazard:

1. Wiring in conduit. Joints not soldered; just covered with friction tape.
2. Vibration of building caused wires at joints to come in contact with conduit.
3. Conduit grounded, but ground wire had become broken.
4. This condition of the wiring caused fuses to blow. Instead of looking for the trouble, fuse blocks were plugged.
5. Fire broke out at point where conduit and metal siding came in contact.
6. Discovered in time to prevent a total loss. Moral—Electricity is a bad actor when it gets off the reservation. Be sure you take all precautions to keep it within bounds.

Illinois Grain Dealers in Annual Meeting

THE twenty-ninth annual convention of the Illinois Grain Dealers Association was called to order at 10 o'clock Tuesday morning, May 9, in the Gold Room of the Jefferson Hotel at Peoria. About 300 delegates were present at the opening of the session.

After the invocation by Rev. B. G. Carpenter, pastor of the Universalist Church, Mayor Victor P. Michael, of Peoria, welcomed the members to the city and in its behalf extended its entire hospitality and courtesies.

G. C. McFadden, president of the Peoria Board of Trade, then delivered a short address relating the good that had been accomplished by the Association. He spoke of the high transportation charges and the necessity of bringing them down by having a rival line. He advocated the deep waterway and said that the Illinois River should be a great ship canal.

President Fred. G. Horner, of Lawrenceville, then gave his annual address as follows:

PRESIDENT HORNER'S ADDRESS

THE past year has witnessed many varied activities of our Association, as you will be more fully informed in the detailed report of our efficient secretary, but as we all foresaw at the time of our last annual meeting, our major problems have centered about the activities of the agrarian movement.

As I know, none of you have forgotten, there was in process of organization a year ago a magnificent, awe inspiring super-marketing agency called the United States Grain Growers, Inc., and today, without having handled a bushel of grain and after having mortgaged the farmers of approximately a half million dollars up to February 28 last, and incurred an indebtedness at that time of an additional \$200,000, this same super-agency is in a state of disorganization.

We must admit, then, at all times, the very audacity of the scheme somewhat appalled even seasoned stock raisers and ourselves, but to date our only casualties have been a few slight shell shocks. Such a situation as we have witnessed during the past year would appear almost incomprehensible to any sane man, who is only slightly conversant with the grain business, but we must remember that sanity is a rare virtue these days and that even a slight knowledge of the intricacies of the grain marketing machinery is practically unknown outside of the trade itself.

During this period, we have been fed up on co-operation. We have been subjected with this talk of co-operation from self styled co-operators who have consistently refused to cooperate, and who, if they had the slightest conception of the meaning of the word, have never exhibited any symptoms that would indicate the possession of such elementary knowledge. There is, indeed, no word more abused, if literally applied, than co-operation, which easily furnishes the panacea for our ills and which might as well be a millennium. Just consider the word for one moment, and then think how characteristic of this entire agrarian movement is the absence of any sense of the term co-operation. Co-operation, how could this co-operate with anyone? They could not even cooperate with each other.

I have no desire in any way to minimize the trou-

bles of our farmer friends during this period of liquidation through which we have all just passed, but I do wish to emphasize the fact that the responsibility for such maladjustments, as most of us think have occurred, should be properly placed.

Fighting for the Farmer

I know that there is no other class of business men who have such an intimate knowledge of the problems of the American farmer as the grain trade and I know



RETIRING PRESIDENT F. G. HORNER

that from no other class does the farmer receive such genuine sympathy, such complete understanding, or more willing assistance, and this is true not only from the intimacy of his knowledge, but from the identity of their interests and, were it possible for the farmer to have a like knowledge of the grain business, I believe that the corps of professional agitators who have recently waxed so fat at the expense of the farmer would have an opportunity to exercise their talents in the fields more honorable, if possibly not so lucrative and facile, and it was with this idea in view that a meeting of the grain and allied trades was called at Cincinnati last June by the Grain Dealers National Association, and, as a result of this meeting, a bureau was opened and funds were raised by popular subscription for the purpose of educating the farmers and the general public to the fallacies of this misnamed co-operative movement and the menace presented by the plan proposed by the Committee of Seventeen wise men.

Few would now have the hardihood to question either

the advisability of engaging in this effort at educational publicity or the results which have been attained by that campaign, and any attempt at defense would now be an insult to your intelligence, but I desire to refute one objection that has frequently been made and that objection was that it was a mistake to fight the farmer. Gentlemen, the man who made such an objection refuted his own statement by his display of ignorance. It was not a fight on the farmer. It was a fight for the farmer. It was a fight, and I use the word advisedly, against the insidious propaganda which was being fed to our farmer friends and it was a fight against the horde of mercenary agitators who, for the sake of the few paltry dollars which they could annex to themselves, were willing to plunge the entire farming community into chaos, without a thought of all the ruin and desolation that would ensue. It was a fight against a band of as ruthless buccaneers as ever gathered under a black flag. Apparently, outside the grain trade, no one realized the imminence of the danger and, personally, I thank my stars that the grain trade did not stultify themselves by clambering back into their dugouts, but that they, to a man, went over the top and, without a waver, rushed the first line defenses and are still at it and have the will and the way to continue as long as the necessity exists. We never need apologize for being right and if there were ever any question as to whether we were right, the developments of the past few weeks have banished every doubt and literally confounded our opponents.

As I have already stated, no one more fully sympathizes with the farmer in the losses he has suffered and the difficulties he has undergone than we, ourselves, but we have long known what apparently the farmer has only recently begun to realize and that is that the farmer's losses were only a small part of the cost of liquidation and were in no wise out of proportion to the losses sustained by the grain trade and the members of countless other branches of business activities. In fact, in proportion to the investment, the losses of the grain trade in Illinois far exceeded the farm losses.

Next to the grain trade there has been no more frequent target for those who Ex-Senator Beveridge has so aptly termed "those uninformed and incessant demagogues, whipping up, and then pandering to the passions of the multitude" than the meat packers, yet we have recently had such relations as a deficit, for the past year, of Armour & Co. of, in round figures, \$35,000,000; Swift & Co. over \$19,000,000; Morris & Co. \$12,000,000; and Wilson & Co. \$9,000,000.

The Case of Mr. Ford

Then on the other hand is it not almost ludicrous to consider the case of Henry Ford, doubtless today the richest man in the United States; a man whose wealth has been accumulated in comparatively a few years from the patronage received from the farmer; a man who is now asking our Government to give him a concession at Muscle Shoals, and to spend upon that concession what, it has been estimated, will aggregate in the life of the grant in the neighborhood of three-quarters of a billion dollars. Yet this same man, by offering, as a sop, the bare possibility of furnishing the farmer with a limited quantity of nitrate at a possible reduction in price, secures the united and vociferous support of these self-appointed guardians of the very farmers who would eventually be penalized with their proportion of the taxes to cover their own munificence.

As to the advisability or feasibility of this project of Mr. Ford's, I am not today in any way concerned, but of more importance to you, of more importance to



GRAIN DEALERS IN ATTENDANCE AT THE ILLINOIS GRAIN DEALERS CONVENTION

the farmer, and of more importance to every citizen of the United States is the fact, which you know, which the farmer knows, and which every citizen of the United States knows, and that is that this proposal would not have received the almost unanimous and spontaneous support of the Agriculture Bloc and the various farmer's organizations, if this appalling bounty of our Government had not presented the pretext to these agitators of securing the prestige of an ostensible benefit for the farmers at the expense of the general body of taxpayers.

Class Legislation

One of the natural results of the persistent encroachment of our various governing bodies upon the formerly private habits and personal activities and individual business affairs of our citizenship has been to bring into being a class of professional agitators, or propagandists, who focus their activities on the organization of associations for the furtherance of some idea which has been espoused, not so much from its inherent merit, as from its revenue possibilities. In many cases the apparent object may be most commendable, but most often the abuses incidental to its accomplishment far overshadow any possible general benefit, and, today, our body politic is honeycombed with a mess of organizations and associations, which, although supported and munificently financed by citizens of the best intentions, are by hook and by crook and, often, by methods nothing short of blackmail, so intimidating the members of our various branches of Government that any man who desires to remain in public service can no longer continue a free agent, and statesmen, of a caliber who are able to cope with our national problems and who have the stamina to fight for their convictions, are being supplanted by a band of opportunists, who are grinding out a mass of freak and class legislation which is the bane of our existence.

We have heard a great deal about the discrimination against the farmer in our credit system, and we have just witnessed a series of onslaughts against the Federal treasury in the interest of the agriculturists by the Agriculture Bloc or the Ken-Cap-Klan, as it has been aptly termed. But what is the truth of this matter? Even the most casual investigation will convince anyone that the credit facilities available to the agriculture class is far greater than that offered to any other class on corresponding collateral and that instead of being deficient, it is actually excessive. This is proven by the fact that during our recent stringency the greatest mass of frozen credits was found in the agricultural Federal Reserve districts and, further, that the credits in these districts were the last to be thawed. The truth is that, had the farming communities not been furnished with excessive credits, we would not have had the wild orgy of speculation in \$500 land and the resulting collapse. There is no class in the United States, which, in proportion to assets, receives the extent and the length of mercantile credits which is given to the farmer. This is true, perhaps, because, as a class, he is more substantial and he has demonstrated himself to be more worthy, but it is true nevertheless. The fact that at your local banks farmer paper is always given preferment is so well known as to need no comment. In addition, he has available special facilities in a long string, such as the Joint Stock Land Banks; Federal Land Banks; Insurance Companies; Farm Mortgage Banks; temporary relief measures, such as the War Finance Corporation; and various other agencies both public and private. No, the real trouble is that all these are predicated on proper security being furnished and what is wanted are limitless facilities for extending credit without adequate security.

This entire movement is based upon class consciousness and class cupidity. I will admit that it was preceded by legislative preferment to other classes, such as the Adamson Law and a long string of indefensible labor legislation, but two wrongs never made

a right and the solution is not the proposals to which we have been listening, which in effect only compound the injury, but it is the repeal of the injustices which have already been crystalized into statutes and customs, and to accomplish this we must have co-operation in the true sense of the term, and for such co-operation there will be found no stronger supporters than the grain trade, both as individuals and as represented by their organizations. It is a fact in which every member of a grain trade association should take the greatest pride that, in happy contrast to the actions of the agriculturists, no where, at no time, have any of our organizations spent one dollar or one effort for securing any legislation conferring the semblance of special favors upon the grain trade. On the contrary, whenever any of our representatives have appeared before legislative or administrative bodies, it has been only in defense of our inalienable rights as American citizens, and the frequency with which we have been compelled to thus appear is a sad reflection upon the injustices of the recent conduct of our Government.

The American farmer should remember that he has never been condemned to agricultural pursuits except

the action of the Department of Agriculture recently.

It would seem that we have gone a long way in the past year and that we have accomplished much, and that we can look forward to the coming year with a great deal of hope. I firmly believe that there has been a great awakening by the general public, as well as by the farmers, themselves, to the fundamental problems regarding which there was such appalling ignorance only a year ago, and I think that we can discern on every side more eagerness for real co-operation and less response to cries of district and class misunderstanding. Strange as it may seem, I believe that even our county advisors have imbibed a whiff or two of this changed atmosphere and that the coming year will see their activities somewhat more confined to their proper field of education and research.

Do not forget what our grain trade associations are not only standing for, but what they are fighting for, and in their aspirations, beautifully typify the fundamental principles which are the bulwarks not only for the preservation of this country, but civilization itself and never hesitate to furnish not only your financial support, but your moral support as well. With the exception of our secretaries, none of our officers receive one dollar of remuneration in any manner, shape, or form, and when the paltry expenditures of our state and National grain dealers associations are compared to the lavish salaries and prodigalities of the various agricultural organizations, we must realize that our only hope of success is in our firm conviction that truth and right will prevail.

Secretary W. E. Culbertson then read his annual report.

SECRETARY'S REPORT

SINCE our last meeting we have passed through one of the most severe periods in the history of the grain trade, and certainly a most trying one for our Association. However, with the Lantz Bill defeated, the Capper Tincher Bill, though passed, so modified it is not a menace, the Department of Agriculture changing its attitude as to what should constitute the proper activities of the county agents, and with internal troubles fast disrupting the U. S. Grain Growers, Inc., I feel that we are getting over the tendency towards Socialism and class legislation, and that in a short time it will no longer be possible for every little group of citizens with a fancied grievance, or a theory to run our state and Federal Government and secure the enactment of laws for their relief. In fact, I am convinced that the American public is getting back to normalcy, and that we and others will be allowed to conduct our business in peace, and in accordance with economic laws.

During the year I have traveled nearly 12,000 miles via auto visiting our members, and attending local meetings, trying to explain the folly of signing the elevator contracts, that were being urged upon the dealers by the U. S. Grain Growers, and it is very gratifying to report that but few of our members have signed.

Our membership shows a slight loss due to the great number of receivers in various terminals having resigned or suspended business on account of general business conditions. However, we still have more than 500, and with little effort on the part of these, our membership could be materially increased. Membership in the Illinois Grain Dealers Association includes, without additional cost, affiliated membership in the Grain Dealers National and subscription for the official publication of that organization. *Who is Who in the Grain Trade*, that gives information as to its activities, and should any member not be receiving this, I would appreciate your advising our office.

The Arbitration Committee has had but three cases during the year, all other misunderstandings being adjusted without resorting to arbitration, which certainly speaks well for our business honor and integrity.

The Claim Bureau has suffered with all other business



PRESIDENT-ELECT L. W. RAILSBACK

by his own selection and, if he has elected to till the soil for a livelihood, it is palpable that for some reason, whether possibility of gain or desirability of occupation, this vocation has been chosen by himself, and that the possibility of change is always open. Contact with the soil does not confer any special virtue. The farmer is a citizen of the United States and, as long as he complies with his obligations as such, he is entitled to every right and privilege of such citizenship, the same as the grain dealer and every other law abiding citizen.

While we will seriously question the advisability of the farmer, either individually or collectively, engaging in the grain business, no one will question his right to do so, as long as he does not conflict with the laws of the land or attempt to secure special class legislation to avoid such a conflict, but we are unalterably opposed to legislation exempting the farmer or any other class from the operation of the anti-trust laws or the extension of any other special privileges, whether conferred by legislation or by the administration of departments, such as has so consistently characterized



TAKEN IN FRONT OF JEFFERSON HOTEL, PEORIA, MAY 9

THE AMERICAN ELEVATOR AND GRAIN TRADE

Fortieth Year

handling less than 50 per cent of the number of claims of former years. The loss in revenue from this department has been severely felt, but it is a pleasure to know that in these times of little or no profit our members are more free from loss and damage claims. This is due almost entirely to the fact that there has been no car shortage, and the railroads have furnished better service than in former years.

Scale Department

The Scale Department has continued to grow in popularity and it is very pleasing to report that more scales were installed the past year than ever before. Our inspectors have equipped themselves with special long trucks and make regular trips to nearly all sections of the state. They are now preparing to start this year's work owing to the large territory that must be covered. I want to urge our members to immediately advise the inspector as to their wishes in the matter of testing their scales as soon as notice is received by us coming into your territory. This is especially important as the last session of the General Assembly passed a new Weight and Measure Act making it mandatory upon all buying and selling merchandise in the state to have correct weighing devices. I shall not go into the provisions of this Act in this report, inasmuch as I have arranged with J. R. Sowa, our chief inspector, to come before you, and explain it in all details.

The publishing of the last issue of our Annual Directory which lists all dealers in the state and is given gratis to all dealers, entailed no small amount of work and took nearly three months to secure the necessary advertising, to print, and distribute, without cost to the Association.

I have no other items to report in connection with the affairs of the Association for the past year, and I am indebted to the members of the Association and to the public for the many suggestions and criticisms which have been made during the past year. I am sure that the many suggestions and criticisms will be of great value to the Association in the future.

FINANCIAL STATEMENT

Now submit the financial statement of the Association for the year ending May 1, 1922.

Receipts

Balance on hand May 1, 1921	\$ 2092.44
Membership Dues	\$ 5644.00
Membership Fees	40.00
Arbitration Fees	100.00
Advertising in Directory	1936.70
Claim Fees	437.00
Scale Fees	336.00
Sale of Directories	48.00
Scale Rentals	21.65
Total	\$10,784.38

Disbursements

Office Supplies	\$ 78.00
Office's Expense	212.41
Travel	100.00
Arbitration	100.00
Postage	50.00
Telephone, Telegraph & Express	100.00
Salaries	4895.00
Secretary's Expense	1248.00
Total	\$ 6083.41
Balance on hand May 1, 1922	\$ 4700.97

R. I. Mansfield, chairman of the Special Executive Committee of the Grain Dealers National Association.

attempt to overthrow the regular channels of the grain trade and use untried methods. The Mansfield Committee was then formed to meet this emergency. The result is that the U. S. Growers, Inc., is now dead, it's gone. The big farmer, after a careful study demanded function before becoming a party. "The whole proposition," Mr. Mansfield said, "is that the grain dealer must take the farmer into his confidence and tell him how every



SECRETARY W. E. CULBERTSON

cent is spent and what the cost of handling grain is. The farmer is a seeker of truth and it is the fault of the grain men if they do not talk to them. The research of the agricultural man of 1922 is keen and as the grain dealers have not explained the situation to the farmer, he thinks he is being robbed. The grain trade has nothing to conceal, the work of the dealer now is to educate the farmer as to the methods of handling.

"We were faced with an impossible plan which relied for its success on a monopoly of the grain business. Through the cupidity of the men at the head of the U. S. Grain Growers, \$600,000 in farmers' money has been spent and \$300,000 of it is yet unpaid, whereas \$66,000 was spent by the opposition in warning the farmers."

He said that co-operation was not opposed except when it went so far as to take away freedom, and a scheme such as this was born in Russia. The farmers were simply warned and the fact was established that the U. S. Grain Growers, Inc., was insolvent while not a bushel had been handled.

"The U. S. Grain Growers held that the present

the ultimate control of this country supply of grain which the contract would have given the result was that the price could be fixed at what should be paid for grain and what the producer should do with it. The U. S. Grain Growers, Inc., wanted to handle the entire world's grain trade without the assistance of a single grain man in the organization."

While this menace has been removed, it is necessary for each and every association to co-operate with the Grain Dealers National Association in its work. "The grain business," Mr. Mansfield said, "is functioning better than any other business connected with the farmer. In every state grain is being raised, and, with the uncertain climatic conditions, the price cannot be controlled, but must be fixed by the law of supply and demand."

The chair then appointed the following committees:

Nominations: H. A. Hilmer, Freeport; L. H. Blankenbaker, Sidney; Frank Ware, Butler.

Resolutions: Harry Rumsey, Chicago; C. C. Miles, Peoria; Adolph Gerstenberg, Chicago.

TUESDAY AFTERNOON SESSION

The afternoon session was opened with an address by George C. Gale, member of the Illinois Constitutional Convention, on the present high rate of transportation given in part as follows:

"Egypt, India and several other nations strong financially in past centuries went to pieces because of over taxation. On account of the low tax burden in former years, politics have come to be regarded as a secondary issue and the people have devoted all their time to business. However, the time has now come when business men must take a part in politics or see their businesses ruined. Unless this country places a limit upon the form of raising revenue, our Government stands a fair chance of coming to the same end. The income schedule of the internal revenue office shows an annual income of \$3,000,000,000 for the state of Illinois. Twenty to 25 per cent of the total income is taken in taxation of some kind or another. This amounts to over \$600,000,000 a year paid in taxes in this state. Figuring this on the population of the state the pro rata taxation for every man, woman and child in the state is on an average of \$100 per year. As I said before, there comes a time when taxation destroys the government and I do not know to what limit it may go before this Government is destroyed. The reason the limit has not been reached by us is because a large proportion is returned to the citizens in the form of salaries, interest on Government bonds, etc., whereas in the before mentioned countries the revenue went for the maintenance of the king, princess and all forms of royal splendor. One factor which is hurting the country is that the Government is taking so large a proportion in the way of taxation that there is no large capital left for the development of new enterprises. Another factor is that the standard of living depends upon the per capita wealth and when the per capita wealth goes down, the standard of living goes down accordingly. Taxation is one of the most important things with which we have any occasion to deal. As long as the people demand the things of the Government upon which they now insist, taxation is going to increase. The American citizens believe the Government owes him everything."

After giving statistics showing the increase of taxes during the past few decades, Mr. Gale spoke at some length on the new constitution for the State of Illinois. In this connection he urged the necessity of doing away with the double tax. "One of the new constitutions," he said, "places a tax on the incomes of intangibles. That is, if these intangibles have not already before been taxed. Ninety out of 100 securities are tax free now from one reason or another. I am against tax free securities when those from outside the state are not taxed on the same basis as those of corporations within the state."

J. B. Sowa, chief scale inspector, Illinois Grain Dealers Association discussed the Illinois Weight and Measures Act and its relation to the elevator scales. He said that the grain trade as a class



NEW OFFICERS OF THE ASSOCIATION

from Chicago then gave an address on the U. S. Grain Growers, Inc.

He opened by saying that a gun had been pointed at the grain trade of the country followed by an

system of marketing was wrong and presented an ironclad contract 21 feet long, 99 per cent of which was in favor of the organization handling the grain and 1 per cent in favor of the producer. With

have their scales in better condition than any class in any other line using every type of scale. He urged the necessity of keeping the scale properly balanced through regular inspection to be done preferably during the dull season so that at harvest the scale would not be out of use, which the dealer could not afford because of the necessary loss he would entail through his inability to handle the grain at his station. He advised the installing of heavier scales, which in the end would give longer life due to not being constantly taxed to capacity. "Don't put your scale in a hole in the ground," was his advice, "but build a concrete pit, with proper drainage, and cover your scale."

FEDERAL GRADES

Supervisors are directly responsible to General Field Headquarters of Federal Grain Supervision at Chicago for the proper application of standards as interpreted by the Board of Review. The factors involved in interpretation are damage, heat damage, colors in corn, color and texture in wheat, general appearance in oats, and class in wheat and oats. The local supervisor is therefore the intermediate or reflector of the official interpretation. Each sample of grain upon which the inspector and supervisor disagree must be forwarded to General Field Headquarters for final grade, and in addition not less than 20 per cent of all samples obtained by the supervisor must be forwarded to General Field Headquarters, whether or not the grades agree with the inspector's grade. Supervision from the nature of things does not cover all inspections, due to volume of grain involved and the small personnel of Federal grain supervision.

partment, however, is always pleased to have constructive criticism as to the operation of inspection standards and any method that will render better service.

This was followed by a discussion led by P. B. Miles of Peoria who pointed out that the grain trade was overburdened at the present time through over inspection and that the present inspection was unfair to terminal market dealers. G. C. McCadden, A. Gerstenberg, F. M. Wayne, J. C. McCreery, G. H. Hubbard and A. E. McKinney all voiced the same sentiment.

The first day's session was then adjourned by President Horner.

The last session opened with an address by John B. Maling of Chicago, who spoke on "The Cause and Effect of Freak and Class Legislation." This address was substantially the same as that delivered by him at the National Grain Dealers meeting held in Chicago during October of last year and which appeared in its entirety in the October issue of this paper.

H. A. Rumsey made the presentation speech on behalf of the Illinois Grain Dealers Association, commending President Horner on the good he had accomplished during his three years of office and the devotion and loyalty the Association bore him. At the conclusion he presented Mr. Horner with a handsome gold watch, the gift of the members of the Association.

George A. Wells, secretary of the Western Grain Dealers Association, Des Moines, spoke on "Railroad Elevator Site Leases," as follows:

SEVERAL years ago the Interstate Commerce Commission made an investigation of relations existing between large grain handling corporations and the railroads and found the subject of covering such property as grain elevators, grain handling elevators were placed at a seasonal rental charge and the Interstate Commerce Commission considered such nominal rental charges as taxes in the nature of rebates and that the all easements of right-of-way and other privileges should be on a fair basis. Said that there should be a return on the value of the property owned and that there should be no discrimination as to such rental charges.

Originally the rental charge for an elevator sit-



MR. SCHIFFLIN HAD CHARGE OF THE CHICAGO SPECIAL TO PEORIA
R. F. O'Neill, F. E. Munson, Eugene Schifflin, H. E. Hutton

circulars have been issued by the Department, so that anything which I say today will be largely a repetition of what has already been said by other members of the Department.

The Grain Standards Act has now been in operation for 5½ years. The Act provides for four things, to wit: (a) Establishment of grain standards; (b) licensing inspectors; (c) supervision of grain inspection; and, (d) referring of appeals to the Secretary of Agriculture. Standards have already been established for corn, wheat and oats. Standards for rye, Kaffir and rice are tentatively promulgated, and the standards for the two latter have been adopted in localities where these grains are important to the trade. Barley standards are just about ready to submit to the public for criticism.

In December, 1916, there were 267 inspectors; to-day there are 425 licensed inspectors, an increase of approximately 58 per cent. During the 5½ years, 37 licensed inspectors have been formally cited to hearings for misgradings or misconduct, and in 35 cases the charges were sustained and disciplinary action taken. Before the Act became effective, there were but 65 places in the United States where grain was inspected; to-day there are 137 such established places, and in addition there are 20 more places where inspection service is given if desired. This is an increase of over 150 per cent in places where grades may be obtained on grain. This 150 per cent increase in inspection points is quite probably due to the fact that the grain trade has found it possible and advantageous from a marketing standpoint to establish and utilize inspection facilities in the interior points which have heretofore not had the benefits of impartial and stabilized grain inspection that would be generally accepted elsewhere. In passing it may be said that new inspection points are continually increasing in number, and but few are being discontinued. The existence of these inspection points makes it possible for nearly 90 per cent of all grain entering commerce to be sold by grade and have the same graded by licensed inspectors.

The United States is divided into over 30 supervision districts, each of which has one or more inspection points and inspectors. These officers are directly responsible to the main office of Federal Grain Supervision in Washington and to General Field Headquarters located in Chicago. The local district supervision offices secure samples of grain promiscuously in each market and around the district and ascertain whether these samples have been properly graded by the licensed inspectors. Where these lots of grain are unquestionably misgraded, the district supervisor calls the misgradings to the attention of the inspector. Should these misgradings continue, disciplinary action is taken against the inspector. The district su-

peal. This low cost of an appeal is made to make the expense of an appeal no consideration in securing correct grading. It is believed fitting at this time to give a few statistics showing how this service has grown. At the close of the fiscal year, 1918, there were 1,457



LIVE ONES, LOOK 'EM OVER.
George C. Martin, Jr., Henry Stansberry, John H. Herren, Harry F. Todd

appeals; in 1919 there were 6,652; 1920, 10,960; 1921, 11,617; 1922 to date, 22,000. This increase in numbers is largely due to the buying and selling of grain on Federal appeal grade, sometimes erroneously spoken of as Federal inspection. Strictly speaking there is no such inspection as Federal inspection. What is really meant is that Federal standards are first applied by a licensed inspector whose grade is then referred by one of the interested parties to the local supervisor for an appeal from the inspector's grade. When grain is loaded close to the "line" the purchaser has more assurance, with an inspector's grade and a supervisor's grade, that he is receiving the grade which he purchased than if he had only the inspector's grade. Many cargoes along the Great Lakes have been, and are being appealed and a single appeal frequently represents 250,000 bushels of grain.

Neither the inspectors nor the supervisors have any interest in the grain upon which they are asked to assign a grade, other than assigning the proper grade. They cannot be interested in local rules for discount, nor in pay for dockage. They must assign the grades as they find them by actual determination. The De-

was uniformly nominal, some of the railroads charging as low as \$1 per annum, varying with the different roads from \$1 to \$5

Following the ruling of the Supreme Commission as referred to, the tenants re-surveyed their station ground, and then and there fixed the rental charges at from 5 per cent to 10 per cent of the appraised value of the land (per lot or parcel) as the minimum rental charge.

A large percentage of the better grade revenues are located at small country stations and a vast many of these stations are nothing more than structures located for the convenience of passing traffic and livestock and the land has an actual value of practically not more than farm land in the locality, so that \$5 minimum rental charge for a lot or parcel of such land would yield in fact a very large return on the actual investment and certainly when the rental charge is increased to \$60 or more for each lot or parcel the revenue from the investment is far beyond reason and entirely inconsistent with the ruling of the Interstate Commerce Commission.

The rental lease for elevator sites includes:

many conditions that are unreasonable and inequitable. For example:

"That the tenant will exercise such precautions as shall adequately protect the buildings and structures and the property of whatever description situated on the premises against all damage to which they may be exposed from fire by reason of the proximity of said premises to the railroad operated by the lessor, and the movement or use of locomotive engines upon its tracks, and of all loss, injury or damage by fire, explosion, explosion, and other or otherwise caused by the negligence of the lessor, its agents or servants, and the lessor agrees to indemnify and save harmless the tenant from all liability from damage by fire, however the fire may originate."

The gross dealer is also required to save the railroad company harmless from any liability, loss, cost, injury or damage which may be incurred caused by fire which shall damage or destroy any car or cars or contents of same while such car or cars shall be stored or remain on any tracks or track of the lessor provided such fire originated on the leased premises or is attributable to the occupancy thereof by the lessee.

The lease further agrees that he will release fully and keep the lessor harmless and indemnify it from and at all liability on claims for damages or act of loss or injury to the property or person of the leasee or its agents, servants, employees, licensees, tenants, lessees, partners or the agents, servants or employees of such persons attributable to the operation of engines, cars or other equipment upon any sidspur, industry or other track connecting the said leased premises with the main line of the lessor or located on any part of the said leased premises.

A common grain elevator located on railroad right-of-way is a freight accumulating, storing and handling facility established as a private enterprise for the convenience of the railroad company and in most

be so placed or operated, then, and in every such event on written application to the Board of Railroad Commissioners by such railroad company, person, firm or corporation the said Board of Railroad Commissioners shall have authority, and it is hereby made their duty, as speedily as possible after the filing of such application, to hear and determine such controversy, and make such order as they may deem to be a shall be just and right between the parties under all the facts in the case, which order shall be enforced as other orders of said Commission.

Disputes have arisen between the elevator operators at Stacyville, Doris, and Osage, Iowa and the Illinois Central Railroad Company as to what constitutes the reasonable rental value of those parts of the right-of-way of the Illinois Central Railroad Company leased to and used by the several complainants as elevator sites. A petition prepared by the Iowa State Commerce Counsel, Judge Henderson, was filed with the Iowa Board of Railroad Commissioners in behalf of these elevator operators, the Western Grain Dealers Association co-operating in the matter.

The rental charge by the Illinois Central Railroad Company for the lease of elevator and coal shed sites which had previously been \$12 per annum, that was originally \$5, was increased to \$85 per annum, and the rental for other leases was increased accordingly.

In explanation of the increased rental charge D. W. Longstreet, assistant traffic manager of the Illinois Central Railroad Company, in a letter to the secretary of the Iowa Board of Railroad Commissioners stated as follows:

Your letter of July 3 to our Land and Tax Commission regarding increase in rental from \$12.00 to \$35.00 per annum for our way-lands leased to the Stacyville Grain & Coal Company, Stacyville, Iowa and on which they operate an elevator and coal shed lease expired January 31, 1918. The lease calls for an area of 96 square feet, and is served by 200 feet of side track. In arriving at our rentals we take into consideration not only the value of the ground but its proximity to the Depot and the track facilities afforded. It is likely that the lease price in effect today would cost the Stacyville Grain & Coal Company at least \$500 exclusive of turnout, which cost \$420, besides carrying with it an annual maintenance charge of \$40.00. While the elevator company may not make use of more than 170 feet of sidetrack, still the ground they have leased is served by 200 feet of track and is not available for use by others. After a careful investigation of many leases covering our way-lands and that minimum rentals of \$50.00 per annum for elevator, \$50.00 for lumber and \$25.00 for coal shed sites were not unreasonable and that is the basis now used on this system where leases are renewed, rewritten or new ones made.

In another letter Assistant Traffic Manager Longstreet explains the manner in which the Illinois Central Railroad Company arrives at such a basis of rental charges as follows:

In arriving at our rentals we take into consideration not only the value of ground, but its proximity to the Depot and the track facilities afforded. We consider the value of a portion of the sidetrack serving this site as \$266, and 6 per cent on this valuation is \$15.96. The annual maintenance charge for the portion of sidetrack is \$1.60, making an annual rental charge for the 133 feet of side track \$42.56.

These letters by Mr. Longstreet clearly expressed the intention of the Illinois Central Railroad Company to charge the grain dealers who operate elevators located on the usual station sidetracks for maintenance and repairs and to include same in the rental charge for the lease.

No other railroad company operating in the State of Iowa has as yet attempted to charge grain dealers who operate elevators located on the usual station sidetracks for the maintenance and repairs, and to include same in the rental charge for the lease. In fact all other railroad companies except the Illinois Central Railroad Company are practically complying with the ruling of the Iowa Board of Railroad Commissioners so far as the interest charge on valuation is concerned. There have been a few cases where the question as to reasonableness of valuation has been raised, and the railroad companies have in some cases readjusted the valuation.

The Illinois Central Railroad Company has, so far as I know, ignored the ruling of the Iowa Board of Railroad Commissioners and has succeeded in obtaining leases by grain dealers on their own basis which includes a rental charge for maintenance and repairs of sidetrack. The Iowa Board of Railroad Commissioners in its ruling on the Stacyville Grain & Coal Company case stated in part as follows:

In view of the history of the building up of the elevator business in this and many other of the grain producing States, it would be manifestly unfair for the carriers to be permitted now that the people have invested large sums in the construction of their elevators to exact such rental as the advantage of its position might enable it to command or that the owner of private property might command.

The Defendant raised the rent for this site from a nominal sum to the sum of \$7.20 in 1911, then to \$12.00 in 1915, and in 1918 to \$85.00, a raise of more than 700 per cent in three years. The raised company attempts to justify this by reason of the adaptability of the site for the particular business, the grading, ties, rails and maintenance of the track, that the owner of the elevator handles 250,000 bushels of grain per year, and claims that it has the right to have the business owner contributing to rental value taken into consideration the same as any private individual would have.

In this it is certainly mistaken as we have said above the carrier was permitted to acquire this property only for transportation purposes and it has devoted it to the use of the public for carrier purposes.

Certainly the necessity of the sidetrack at Stacyville upon which this elevator stands cannot be attributed to this elevator. The records show that it is the general purpose track used by the railroad in the conduct of its business; that it could not operate without it and the public uses the track at times

along this site as a team track, loading and unloading from the side of the track opposite the elevator.

Having in mind the history of the country station elevator, the necessity of such station facility, that the railroad is relieved of the investment and expense of maintenance and operation of the elevator by the tenant, the lease is viewed as practically all the hazard of the business, and that the elevator people are given a lease of such uncertain tenure and such drastic terms, we are inclined to think that such a lease is of less or of no more value than a mere nominal one. However, we must not have in mind the holdings of the Interstate Commerce Commission as above stated.

What then is the fair rental value of this site and what should be taken into consideration in arriving at such rental? Rates for the railroad are based upon the value of the service and this upon the value and character of the property transported and the equipment used. The cost of operation of maintenance and in general the investment of the carrier for such purpose including its right-of-way and station grounds and facilities. If the rate so arrived at is sufficient to meet the income to which the carrier is reasonably entitled, then an additional rental for station grounds would be unreasonable. The Atlantic and North Carolina Railroad has always been recognized as covering the full service which the carrier gives in furnishing the car, a proper place to load it, and the conveyance of that loaded car, and the use of its terminal at both ends of the line.

The rate thus fixed takes into consideration all of the property used by a carrier including the station grounds, turn tracks, industrial tracks, all station facilities as well as the use of the main line. When the carrier has in its rate received a fair return for the use of its station ground, it is not in our judgment entitled to receive an additional compensation by way of rental for the elevator site, the lease of which enables the carrier to perform its service with a shorter term of its equipment and improve its service. If these things be true then the rental value of the site can be no more than the rental value on like land in that vicinity either as town lots or farm lands, and striped of its character as railroad land and facilities as such.

There is no formula for the ascertainment of the



COMMITTEE ON NOMINATIONS
L. H. Blankenbaker, H. A. Hillmer, Frank Ware



J. B. SOWA
The Association Scale Inspector

Is this recognized by the carriers as the establishment of such facilities by private enterprise is sanctioned by the carriers as a necessity for their convenience as well as the convenience of the farmers, the bankers, the merchants and the general public.

In granting leases for elevator sites the railroad companies require that elevators of certain minimum capacity be erected in order to provide ample storage for farmer's deliveries of grain during periods of car shortage for the convenience of the carrier, but no compensation is provided for the elevator owners for such service. It is true there are times when in the natural course of business grain may be held in store and earn carrying charges, but conditions as a rule do not always give such an opportunity so that in fact the holding of grain in country elevators in account of car shortage for the convenience of the railroad company is an extremely hazardous business. The term conditions of the railroad lease for elevator sites reserve the right to terminate a lease at any time by giving 30 days' notice, which is absolutely inconsistent and unreasonable.

In 1913 the Legislative Committee of the Western Grain Dealers Association prepared a Bill which was enacted and is known as Section 2110 of the Iowa Code of 1913 and is as follows:

[illegible]

entitled to include in the rental charge the investment in trackage or the expense of maintenance of such trackage as the Illinois Central Railroad Company have attempted to do. No rental charge is required of stock shippers or teamtrack shippers, and in many instances the same tracks are used on which the elevator is located. In fact the reasonable proposition would be that the carrier should pay to the elevator operator a handling and storage allowance.

Country grain shippers organizations should take a positive stand in this matter and insist that elevator site leases should be upon the basis of a fair rate of interest on a reasonable valuation, and in paying a reasonable rental that the arbitrary and unreasonable conditions that are now included in the elevator leases be eliminated.

C. C. Cameron, general freight agent of the Illinois Central Railroad Company, said that the grain man is alert, intelligent, active and up to the minute and is engaged in the oldest established business in the world. "The question of lease and rental between the railroad company and tenant is like any other transaction on which there may be a difference of opinion, and if the lessor feels in any case that the rental proposed is not fair or right give the railroad a chance to talk it over.

"The freight rates at the present time are in a bad condition. Never before was there such difficulty and such chaos."

He then spoke on the Western Grain Case. He said that the Interstate Commerce Commission has tried by laws to create an impossible condition. There are two scales of rates to apply, whereas it is desirable to have one rate apply on all kinds of grain. "The railroad hauling grain from the Missouri River to the Mississippi River has no pay for its service. Grain from Nebraska goes into the South on a relatively lower rate than Illinois grain does. There should be an equalized rate shipments made to all markets without discrimination."

In the closing address of the session Charles Quinn, secretary of the Grain Dealers National Association, Toledo, Ohio, amplified the situation touched upon by Mr. Maling. He summed up the reason for the agitation now existent in the United States. "People of this country have become dissatisfied with the ordinary trend of affairs in this country and the reason for this is lack of intelligence," he said.

"This lack of intelligence and education gives an opportunity for agitators to find fertile soil in which to sow the seed of discontent. While demagogues exist and will always exist, the business organization of the country must keep on watch if business interests are to be protected." He spoke of the Edge Bill and his condemnation of same, referring to Section 5, which states that every trade association must at least seven days in advance give notice to the Federal Trade Commission of every meeting it is going to hold. In other words, under this bill, the Illinois Grain Dealers Association or any other association would have to give notice seven days in advance of its meeting, so that if the Federal Commission so choose, it could send a representative to listen in on these meetings.

RESOLUTIONS

The following resolutions were adopted:

Yellow Hard Wheat

Whereas, during the annual convention of the Illinois Grain Dealers Association at Peoria, May 9 and 10, 1922, the discussion regarding the grading of wheat, made it apparent that the establishment of the grade of Yellow Hard wheat has brought considerable hardship to the producer and handler of wheat by reason of seemingly undue discount. Therefore,

Be It Resolved, that this Association instruct its secretary to open correspondence with the Secretary of Agriculture working towards the abolishing of the classification of wheat now known as Yellow Hard.

In Memoriam to William Murray

Whereas, Divine Providence has seen fit to take from his earthly activities our former treasurer Mr. William Murray, Champaign, Ill., and

Whereas, Mr. Murray as a member and an officer served our Association in a spirit of unselfishness and with efficiency and courtesy; therefore, be it

Resolved, that the Illinois Grain Dealers Association express its keen appreciation of the man and his service and regret the loss to the grain trade of Illinois.

Amendment to By-Laws

Whereas, the National Grain Dealers Association at its last annual convention amended their by-laws making it mandatory upon the national organization

to drop from its membership any of its direct members who have been expelled from any of its affiliated associations. Therefore,

Be It Resolved, that the Illinois Grain Dealers Association in convention assembled amend its rules, so that any of its members who have for cause been expelled from the Grain Dealers National Association, or any of its affiliated bodies shall be automatically expelled from this Association.

Changes in Grades

Resolved, That we call on the Secretary of Agriculture to make the following changes in the rules of inspection of grain.

First: Whenever an inspector is in doubt as to the grade of any sample of grain he shall make it the higher grade.

Secondly: That the rule with the inspection of corn as to damage, be changed to read as follows: There shall be four grades of corn and sample instead of six grades and sample.

These grades should be as follows:

No. 1 Corn shall not have over 2 per cent damage.

No. 2 Corn not over 5 per cent damage.

No. 3 Corn not over 10 per cent damage.

No. 4 Corn not over 15 per cent damage.

All corn having more than 15 per cent damage shall be sample corn.

In Appreciation

Whereas, the Illinois Grain Dealers Association on the occasion of its 29th annual convention, has been most cordially welcomed to Peoria, and royally entertained by the members of the Peoria Board of Trade; and

Whereas, its members and accompanying ladies have keenly enjoyed the many thoughtful courtesies extended; therefore, be it

Resolved, that the Association by this means thus

Ill.; C. E. McAllister, with Gutta Percha & Rubber Manufacturing Company, Chicago, Ill.; J. Instone, Richardson Scale Company, Passaic, N. J.

From Bloomington market went over Ralph Hasenwinkle, J. W. McNoldy, R. A. Baldwin, H. F. Todd, Henry Stansberry, A. B. Means, H. F. Harrison.

An exhibit of sample envelopes for grain, manufactured by Duplex Envelope Company of Quincy, Ill., was shown in the Jefferson by E. F. Elmore and J. C. Redington.

Those arriving from Decatur were: H. I. Baldwin of H. I. Baldwin & Co.; D. M. Cash of D. M. Cash Grain Company; T. E. Hamman of Harrison, Ward & Co.; J. C. Hight of Hight & Cline.

A model of the Globe Automatic Truck Dump manufactured by the Globe Machinery & Supply Company of Des Moines, Iowa, was shown just outside the convention hall by F. S. Harshbarger with the Globe company.

Under the general direction of Messrs. Bryan and Gruss, heads of committees, all the Peoria merchants were indefatigable in providing for the comfort and general welfare of the visiting grain men while in the city.

As guests of the Peoria Board of Trade the entire delegation of visiting grain men and their ladies were entertained at a theater party at the Orpheum on Tuesday evening. On Wednesday morning the



REPRESENTING THE MACHINERY AND BUILDING INTERESTS
D. G. Eikenberry, E. M. Lyons, P. F. McAllister, F. S. Harshbarger

express to its hosts its sincere thanks and appreciation.

Resolved, that this resolution be spread upon the records and a copy thereof be sent to the secretary of the Peoria Board of Trade.

OFFICERS

The convention closed Wednesday noon, with the election of the following officers: President, L. W. Railsback, Weldon; first vice-president, C. E. Graves, Weston; second vice-president, B. L. Christy, Galesburg; treasurer, M. G. Porterfield, Murdock; directors, F. G. Horner, Lawrenceville; A. C. Koch, Breese; A. E. McKenzie, Taylorville; L. A. Tupp, Assumption; M. C. Simpson, Woodford.

After brief remarks by the new officers the meeting adjourned *sine die*.

PEORIA NOTES

Sim Fernandez, John H. Lloyd and C. R. Lewis represented the Springfield market.

From Baltimore came Edwin T. Sheil, Jr., of the Baltimore Grain Company and Oscar Gibson of C. P. Blackburn & Co.

Two visiting secretaries attended the meeting, Charles Quinn of the Grain Dealers National Association, Toledo, Ohio, and Geo. A. Wells of Western Grain Dealers Association, Des Moines, Iowa.

Contributing their part in the social activities of the convention were the following representatives of building and machinery interests: E. M. Lyons, Union Iron Works, Decatur, Ill.; P. F. McAllister, P. F. McAllister & Co., Bloomington, Ill.; F. S. Harshbarger, Globe Machinery & Supply Company, Des Moines, Iowa; D. S. Eikenberry, Eikenberry Construction Company, Bloomington,

ladies were taken on an automobile ride about the city during which they visited the Bradley Institute, and ending with a luncheon at Blocks.

A very fine display of bags of different varieties of "Purisco" grass and field seeds, known as the "no noxious weed" seeds, was shown in the Jefferson Hotel lobby by the Illinois Seed Company of Chicago, Ill., under the direction of C. D. Evans.

St. Louis sent along: John H. Herron, Elmore-Schultz Grain Company; Geo. C. Martin, Jr., and Frank Bubb, Martin, Knowlton Grain Company; S. A. Whitehead, Nanson Commission Company, Ed. Hasenwinkle, Hasenwinkle Commission Company; E. F. Jolidan and W. P. Nelson, Langenberg Bros. Grain Company; T. C. Turner, Seele Bros. Grain Company; G. A. Turner, Turner Grain Company; L. F. Schultz, Schultz & Niemeyer Commission Company; John J. Murphy, Ichtertz & Watson; H. L. Boudreau, Ballard, Messmore Grain Company, F. J. Barkley, Stokes-Barkley Grain Company.

Indianapolis market was represented by Chas. H. McEvan with Frank A. Witt; Warren K. Mannon of H. E. Kinney Grain Company; Wm. C. Hayward and Wm. Wilson of Hayward-Rich Grain Company; Bert A. Boyd and Don T. Hart, Bert A. Boyd Grain Company; Jno. W. Jordan, National Elevator Company; Lew Hill of Lew Hill Grain Company; Dale Miller of P. M. Gale Grain Company; E. K. Shepperd, Cleveland Grain & Milling Company; Milton Crowe, Early & Daniel Company; W. J. Mercer, Anderson & Mercer; V. E. Butler, J. W. Huntington representing the Grain Dealers Mutual Fire Insurance Company.

The special Chicago car leaving via the Rock Island on Monday afternoon carried the following

delegates: E. P. Harvey, and M. E. Miner, Armour Grain Company; F. Wassmundt, Bartlett Frazier Company; Harry A. Rumsey and W. H. De Bolt, Rumsey & Co.; H. R. Sawyer and Frank Haines, J. H. Dole & Co.; Adolph and R. A. Gerstenberg, Gerstenberg & Co.; John A. Low and A. E. Wood, E. W. Bailey & Co.; Tom E. Moran, J. Rosenbaum Grain Company; E. F. Floyd, The Albert Dickinson Company; J. A. Schmitz and H. W. Ewart, Board of Trade, Weighing Department; B. L. Figeley and Frank Cheattle, Hulburd, Warren & Chandler; Eugene Schiffilin, Fred Munson and R. J. O'Neill, Phillip H. Schiffilin & Co.; W. K. Mitchell, Harris, Winthrop & Co.; H. L. Miller, E. F. Leland & Co.; R. I. Mansfield, Bartlett Frazier Company; Geo. E. Booth, Lamson Bros. & Co.; James M. Crighton and O. J. Bader, Wegener Bros.; A. H. Barlow, J. C. Shaffer Grain Company; Edwin A. Doern, Pope & Eckhardt Company; H. S. Carroll, Bridge & Leonard; Jesse Summers, Adolph Kempner & Co.; Wm. Thayer, Hitch & Carder; B. F. Traxler, Nash-Wright Grain Company; H. Bush, ReQua Bros.; M. L. Vehon, M. L. Vehon & Co.; A. R. Tunks, Gardiner B. Van Ness & Co.

YIELD PER ACRE

Not a season passes that some self-appointed critic of American methods does not call attention to the vast difference in the yield of wheat abroad and at home. They apparently lose sight of the difference between conditions in Europe and America. It is quite easy to cultivate five acres intensively with ample fertilizer at hand and farm labor plentiful at much less than \$1 per day. It is another matter to get high yield from 300 or 400 acres, with labor scarce and high.

Recently the Louisville *Courier-Journal* made one of the invidious comparisons. It quotes the high yields on Danish farms, but would a Danish farmer in this country, for all his low yield, return to the old country? The article follows:

"Agitation in France for improved methods of wheat growing is attended by reports of yields which will be incredible to the average farmer.

"The director of the seed experiment station complains that the French yield fell between 1901 and 1914 from 13.6 quintals per hectare to 12.9 quintals. In American measurement this would be a decrease from 20.4 to 19.3 bushels an acre. Something must be done about it.

"The Danish yield has increased, the experiments station points out, from 40.8 bushels an acre to 48.9!

"France has fallen to the position of the fifteenth country as a wheat producer because of 'antiquated methods of agriculture' exemplified partly in sowing twice as much grain as is needed for seed and leaving it 'prey to disease, parasites, birds and weeds.'

"One agriculturist in the Oise is reported as obtaining, in 1920, from 40 to 56 bushels per acre 'by sowing in double and triple lines,' and one in Savoy obtained from 42 to 62 bushels per acre. Gustave Dorizon, a flying ace who has turned farmer at Chessy, Seine-et-Marne, boasts 51 quintals per hectare, or nearly 77 bushels per acre!

"Even more interesting, and astonishing, than the results of scientific agriculture practiced by Dorizon are the results of an experiment by Professor Felix of the school of agriculture at Vierzon who 'left grain lying for 15 months after cutting and then obtained 294 bushels per acre.'

"'And it was poor land,' the Paris correspondent of the London *Times* quotes the directors of the seed experiments station as saying!

"Scientific French cultivators are considering whether it would not pay better to have a harvest every second year. Evidently it would if by doing so 294 bushels per acre could be harvested.

"The time has passed when the present average yield per acre on American farms can be greatly profitable on farms of the average price per acre. If the seemingly fabulous results obtained by the agricultural professor at Vierzon, or half of such results, would be obtained in practical agricultural experience cheap wheat and profitable farming would be the result.

"The high development of Danish agriculture has

been heralded, but American farmers will find it hard to believe that the Danish average is between 40 and 48 bushels per acre.

"Cheap land of supposedly inexhaustible fertility was the great asset of the American wheat growers until recently. Land no longer is cheap. Land long used is not productive without fertilizers. Minnesota is turning from wheat to cows, but Denmark, which produces wheat and cows, finds a profit in wheat because Danish soil is kept fertile.

"It is easier to understand the Danish average than to credit the report of the French professor's crop, but even if a story, of 294 bushels per acre should turn out to be fabulous the Danish average and Gustave Dorizon's 77 bushels at Chessy should be suggestive to American growers."

PROPOSED PLAN OF FEDERAL TAXATION

BY B. S. BROWN

Business men of the entire Southwest territory are showing much interest in the conference called for this city on the subject of Federal taxation. The meeting probably will be held late in May. The purpose is to get together representatives of Chambers of Commerce, and of other business bodies, so that a definite suggestion can be evolved to be transmitted to Congress, as the opinion of business men on proper forms of tariff legislation. The call was issued by the Kansas City Chamber of Commerce, which emphasizes the need for more Government revenue, and the need also for the advice of business men in seeking sources of more money. While the Kansas City Chamber has no purpose of pushing its own suggestion for reform of Federal tax programs, it has a definite suggestion to make, in the so-called "Moss plan."

This "Moss plan" has been explained to business bodies of the East as well as of the West, and has been highly commended, for its simplicity and economic cost of collection. It provides three classes of business for taxation purposes—businesses dealing in commodities, those selling service, and those securing revenue from earnings of capital.

Under the first class some producers, retailers and wholesalers of tangible commodities. The tax for all of them would be the same per cent—but not on the selling price of the commodity. The producer, say of wheat, would pay the tax on the selling price of the wheat. The second person to handle the wheat, would pay the tax on the difference between the amount he paid for wheat, and the amount he received for it. In each case down the line after the producer had paid on the value of the wheat, the handler would pay the difference between cost and selling price—he would pay on the increment of value.

In the second classification, are included incomes from pay for service rendered, including the broker, the banker, the public service companies, which do not sell any of the commodities they buy, deriving revenue only from using their purchases to give service. Their tax would be measured by their pay-rolls, and the amounts they pay out for salaries, wages and commissions. It is noted that the volume of business is not the measure of tax; but the money paid to employees in giving the service.

The third class includes income from investment and personal services—the capitalist and the salaried man pay this, as well as the professional man.

It is presumed that the same percentage of tax would apply to all classes—say, 2 per cent. The producer of raw material, would pay 2 per cent on the sales receipts for the year, the manufacturer, the wholesaler and the retailer would each pay 2 per cent on the amount their books, at the end of the year, shown to be the difference between the cost of the things they bought for resale, and the receipts for such sales. The service organization would foot up its payroll at the end of the year, and pay 2 per cent on it. The professional and salaried man, and the owner of investments, would pay 2 per cent on their gross incomes for the year. There would be perhaps exemptions, \$4,000 for each of the classes before amounts to be taxed are figured.

NEW WHEAT GRADES

Following the exhaustive study made by the Department of Agriculture of the Federal wheat grades, and the investigations made by a special committee, several conferences were held by representatives of the Department and representatives of the grain industry. As a result it has become apparent that to change the grades would create difficulties in the storage and merchandising of wheat which would not readily be overcome, and which would result in undue discounts for wheat containing excess moisture or foreign material.

Secretary Wallace, therefore, has decided to make certain changes in the inspection rules for the certification of Hard Red Spring and Durum wheats, when received at Minneapolis and Duluth and other similar markets, so as to require the inspectors to state, in addition to the grade of the wheat, adequate information as to the kind and quantity of foreign material other than dockage and the amount of moisture when effective as grading factors, and as to what would be the grade of the wheat otherwise than on account of these grading factors. Thus the virtues of the wheat which have not been properly recognized at country points will be pointed out as far as possible under commercial inspection conditions.

With such information available the Department will promote an intensive development and dissemination of market information, and create a more thorough understanding on the part of farmers and country buyers of the elements and purposes of wheat grading and the proper application of the grading rules.

There was proposed a change in the Classification of White wheats so that the classes Common White and White Club would be combined into one class designated White wheat, this new class to be subdivided into three subclasses—Hard White, Soft White and Western White—making the same application of the Hard White and Soft White subclasses as at present and designating as Western White all White wheats or mixtures of White wheats containing more than 10 per cent of White clubs or Sonora. It appears that these changes will facilitate export trading in Pacific Coast wheat and that they are generally acceptable. Consequently the necessary changes in the standards for White wheats will be made effective July 17, 1922.

Soft Red Winter wheat known by the subclass designation Red Walla would be more satisfactorily designated by the term "Western Red" and the standards will be amended accordingly, effective July 17, 1922.

In connection with the other proposed changes there was submitted for consideration a change in the standards by which wheat which now grades sample grade on account of being infested with live weevils or other insects injurious to stored grain would be designated according to the grade otherwise applicable and there would be added to and made a part of the grade designation the word "weevily." The purpose of this change can be sufficiently accomplished by requiring the inspectors to state the grade that would be assigned to the wheat if it were not weevily, and the inspection rules will be amended accordingly.

There was also proposed a change in the standards by which the minimum amount of garlic in wheat designated "garlicky," now one bulblet to 1,000 grams, would be increased, to "more than 10 bulblets in 1,000 grams." The purpose of this suggestion was to secure a more equitable price for the garlicky wheats, but it appeared that it would be a disadvantage to the producers of clean wheat of the same class and would increase the difficulties of merchandising wheat for export. The real object sought can be accomplished by changes in the inspection rules to require the inspectors in the case of garlicky wheat to show the amount of garlic found, which will give basis for price information showing the cash price paid at the principal terminal markets for wheat containing different quantities of garlic. Accordingly these changes in the inspection rules in respect to garlicky wheat will be made.

BUILDING AN ELEVATOR

BY A. C. RYNDERS*

The first thing relative to building an elevator is selecting the proper location. When I was a young fellow in the elevator business, the railroad not only furnished a site and a side track but they were perfectly willing to pay the taxes on the elevator for the benefit of having a receiving station for bulk freight. At the present time, they want you to build on your own land, pay \$1,690 for a switch and pay your own taxes and work for the railroad company for nothing.

There are many things to take into consideration in picking a location for an elevator. In the first place determine the amount of grain tributary to the station where you wish to build; also a high dry point is preferable to any other; but our choice would be one where the main travel could reach the elevator with the smallest amount of inconvenience.

Another consideration is a dry place to dig the pit and a solid place to put the foundation. Any of these latter may be overcome by proper handling of the foundation and waterproofing of the pit.

The next thing to take into consideration would be the size of an elevator to build. To arrive at the size and the kind of material to use, it is necessary to go into figures quite extensively but our recommendation has always been that an elevator that will hold three days receipts at a busy time, is ample for any country receiving station for the simple fact that if you cannot get cars, it stands to reason that they are all on their way to market with grain.

At this time, you are very much afraid if you sell your grain for 10 days shipment that you cannot get cars. Therefore, you hold your elevator full of grain and in nine cases out of ten the grain goes down because every ounce of energy in the country is expended towards getting this grain to market.

There should be enough bins to hold a full carload of each kind or grade of grain received during any one season of the year together with one empty bin for the second carload, and another bin should be left to turn wet or heated grain in case of necessity.

The elevator should be high enough to load cars without shoveling. The equipment should be heavy enough to handle grain as fast as it can be dumped and the bins should all be self cleaning. In fact, any elevator should be built to require the least amount of manual labor possible, as every particle of labor costs must be subtracted from the amount received before there is any profit left.

The kind of elevator to build is often times not left up to the owner or the contractor but is dependent upon the city ordinance; and the kind of elevator, whether concrete, brick, steel, tile, cribbed or studded is often times left to prejudice instead of facts and figures. There is no doubt in our mind but what a first class elevator can be built from any of these materials if properly designed and carefully supervised and conscientiously constructed.

We have asked some of the western contractors to give us an approximate idea of the price of different kind of elevators constructed in this territory. From their estimates these figures are taken. A 20,000-bushel concrete elevator with a proper number of bins to handle the ordinary country station, would cost in the neighborhood of \$25,000, a brick from \$22,000 to \$23,000, the steel approximately \$18,000 to \$20,000 and the tile is practically the same price. A cribbed elevator would cost \$13,500 and a studded \$11,800, all with the same number of bins and the same handling equipment and we figure the same amount of labor and expense would operate every one.

Taken on this basis, the interest on a 25,000-bushel elevator at 7 per cent would be \$1,750. Figuring the tax rate at \$1.75 per hundred, would cost \$437.50. The insurance rate on the fireproof eleva-

tor with corn sheller and other like machines at 14 cents would be \$35.00. Figuring the depreciation at 3 per cent would be \$750.

While there are a great many that will not agree with any of these figures, still, we figure in 30 years or 35 at the most, most country elevators will be entirely out of date; therefore, the upkeep should be figured on this basis.

You will see by this table that at 5 cents per bushel, you would have to handle approximately 113,450 bushels a year to pay your overhead expenses without figuring any of the smaller items such as stationery and office expenses, loss, etc.

Kind	Price	Interest 7%	Taxes @ \$1.75	Insurance Rate	Depreciation Am't Rate	Operator @ \$100	Manager @ \$125	Bu. @ 1c	Bu. @ 5c
Concrete	\$25,000	\$1,750	\$437.50	14c	\$35.00 3%	\$750	\$1,200	\$5,672.50	567,250
Brick	25,000	1,750	437.50	14c	35.00 3 1/4%	875	1,200	5,797.50	579,750
Tile	20,000	1,400	350.00	14c	28.00 4%	800	1,200	5,278.00	527,800
Steel	17,500	1,225	306.25	14c	24.50 4%	700	1,200	4,955.75	495,575
Cribbed	13,500	945	236.25	75c	101.25 5%	675	1,200	4,656.50	465,650
Studded	11,800	826	206.50	75c	88.50 5%	590	1,500	4,411.00	441,100

A concrete or tile elevator, while entirely fire resistive, is subject to dust explosions to some extent and we believe that all of these types of elevator should have a ventilated cupola and pit.

We have not taken into consideration wind or explosion insurance on any of these elevators. This would have to be figured in any case, whether the elevator was concrete or wood, brick or steel. Another safe guard—all elevators should be equipped with lightning rods or lightning protection of some approved design.

Elevator equipment is as varied as the number of the contractors installing it. It makes no difference what kind of an elevator that is to be built, if the foundation gives away, it is one of the things that can not be cobbled up. If you have the best elevator in the world and the best foundation in the world and the motor power won't pull or won't run, your elevator will do you no good. Two of the main things, therefore, to look out for, is the foundation and power.

A non-chokable elevator leg is now deemed a necessity. A number of the first class construction engineers insist on this type of machine. There is a great difference in the opinion as to the methods of weighing and handling grain but we believe every year will see heavier loads and heavier scales and heavier dumps will become an absolute necessity. In fact, we believe that all driveways and things should be built twice as strong as is required to carry the present loads.

We believe there are more elevators that fail from a construction standpoint than any other specialized building. As a general thing churches, schoolhouses, office buildings and factories are designed by competent architects or engineers but nearly every carpenter thinks that he is perfectly competent to design and construct a grain elevator. There is no other type of building to our mind, that has more stresses and strains, and built in as many different ways as the grain elevator.

There is the vertical weight to carry, the side pressure to overcome and the force of the wind on a tall building when it is empty to take into consideration. There is the machinery to place and give room to operate, and we know of no other type of building that is as complicated to design satisfactorily. In fact, there has been developed in the last few years highly specialized contractors and engineers in this line of work.

Generally speaking, in a factory the placing of the machinery is practically all that there need be taken into consideration as the floors will easily carry the load. Taken in schoolhouses and theaters, the main thing is to carry a live load of 50 to 75 pounds to the foot. In a grain elevator the pressures are much higher, and the loading and unloading stresses vary to a great extent. Another thing to take into consideration when planning or designing an elevator is the vermin, as the weevil, rats, mice and all of the pests that go with grain handling must be taken into consideration.

What might be entirely satisfactory for one man at one locality, would not in any way be satisfactory for another man in another locality. For instance, if you are building an elevator for storage purposes, only large concrete bins would be the

most economical thing to build. On the other hand, a small plant handling many numbers of different grains in small units, concrete would be prohibitive to build.

Most grain people do not build elevators wholesale but build them one or maybe two once in a great while. Sometimes they may build a string of several. However, elevator building is like any other business—To make a success of it, it takes a man of experience and backing to carry on the business. I do not presume that there is anybody in this crowd that has not had the experience of a scoop shoveller at his station or close by and

the construction business is like the elevator business. They have to start in some way but the contractor is like an elevator man, he hates to have them start in at his expense and at any kind of a price.

I do not think there is any man in the grain business that consistently sells to the man who is the highest bidder. In fact, I doubt if any of you believe that the man who makes the highest bids gives the best returns on your money invested in grain.

It would be the same in the elevator construction business. The lowest bidder does not always give you more for your money or give you a greater net return than maybe the highest bidder on the job.

We have several customers that never ask anybody else for estimates. They tell us about what they want to build and have us build it. We believe the only way to build an elevator is to go to a reliable party or a man that you have every confidence in and let him build your house for you. He can sit down at your table and show you wherein you can save money, where you can spend money to good advantage, how you can handle your particular kinds of grain at the least expense and thereby give you an elevator that will be a profit maker.

CHANGING SEED WHEAT

Millers are interested in the maintenance of successful wheat growing, and they should not encourage the widespread fallacy among farmers that frequent changes of seed wheat are necessary because of actual deterioration due to continuous cultivation on the same soil. Carefully conducted investigations in many different states have shown that there is not only no benefit from mere change of seed, but that actual loss occurs except when a change is made to a better type of wheat or to a more vigorous grain of the same type.

Extensive experiments were made in North Dakota some years ago to test out the idea. Similar tests have been made in Ohio, Nebraska and other states. The results show that varieties of wheat do not degenerate, at least within any reasonable length of time by being grown continually upon any one soil. A given type of soil seems to produce certain characteristics in the kernel of whatever variety may be grown upon it. Charles Darwin in his work, "Animals and Plants Under Domestication," says: "I never have seen grain which has either been improved or degenerated by cultivation so as to convey the change to the succeeding crop."

Therefore changes of seed should only be made for the purpose of obtaining a better variety or a stronger seed. If seed shows signs of running out, it means simply that proper care has not been taken in selecting seed to remove small, shriveled and light-weight kernels.

SENATOR REED of Missouri has started his campaign for re-election by attacking Herbert Hoover.

*An address delivered at the annual meeting of the Western Grain Dealers Association at Des Moines, Iowa, April 12. Mr. Rynders is president of the National Elevator Builders Association.

NEWS LETTERS

DULUTH

S. J. SCHULTE - CORRESPONDENT

On May 1, the Duluth Board of Trade resumed its "summer hours" on May 1, to conform to the changes in time at Chicago and New York. Markets in these two cities advanced their sessions one hour, due to the adoption of new time, and as new time is not used here the effect was to cause the Board of Trade to open at 8:30 and close at 12:15, except on Saturday, when it closes at 11. This has been the schedule for several summers. Probably a majority of the members have little preference one way or the other, but a small and active minority against the changes is developing. The chief benefit, so far as can be seen at present, is that it allows afternoon papers to carry complete market reports in their early editions.

George K. Walton, formerly with the Hipple Grain Company, is now with Goffe & Carkener. Charles E. Lathrop now has the private wire of E. Lowitz & Co. of Chicago. Shortly before the Department of Agriculture announced several minor changes in wheat grades, a hearing was held in Kansas City by T. J. Beasley of the local office of the Federal grain department. President Russell of the Kansas City Board of Trade had asked Secretary Wallace to attend, but he was unable to do so. A committee of three—Ben C. Moore, Fred Vincent and William Murphy—represented the Board of Trade, and opposed any changes. Several milling organizations were represented. The latter generally favored the changes.

Secretary Smiley of the Kansas Grain Dealers Association, who has been pessimistic on the new crop in that state, said recently: "There will be a good yield of wheat on more than 3,000,000 acres of Kansas land this year, but the greater part of the remaining acreage will amount to very little. East of the sixth principal meridian, which runs through Wichita, there is a wheat acreage of 2,543,000 acres, which will average 18 bushels or better to the acre. There is about 500,000 acres west of this line which will make about the same acre yield. Aside from this and four counties in the northwest part of the state, 40 per cent of the remaining acreage will not be harvested."

L. A. Arneson, formerly secretary and treasurer of the Larabee Flour Mills Corporation, has been made first vice-president and treasurer. August Bulte who lost his life in a seaplane accident off the coast of Florida recently, was general manager and first vice-president. J. L. Walker was elected sales manager several weeks ago. T. C. McGrath, formerly auditor, is now secretary. F. C. Kath of Topeka is president, and spends much of his time here.

The Missouri Supreme Court recently overruled the effort of James T. Bradshaw of Kansas City, formerly state grain and warehouse commissioner, to reopen his suit to oust Thomas J. Hedrick from the office. Bradshaw was removed from the office last July by Governor Hyde upon charges the Governor himself preferred. One of the suits connected with the affair by the state to recover more than \$13,000 disbursed by Bradshaw, when in office, to his deputies for inspection and weighing for private firms. This suit also was denied recently by the Cole County Circuit Court. The state has indicated that it will appeal the case to the Supreme Court.

The big plant of the Corn Products Company in North Kansas City has closed down for about three months to allow additions to be made to the building. It has been in operation for only a few months. An amendment has been adopted by the Kansas City Board of Trade which provides that any member accepting future orders from a non-member corporation shall obtain in advance a written authorization to the effect that the manager or officer of the non-member corporation is duly authorized to make

Decreased of around 20,000 bushels during the first six days bringing them down to approximately 20,000 bushels. They have since been reduced to about 10,000 bushels.

Specialists on this market have done a fair export trade in corn, beans and stocks which at one time stood at around 10,000 bushels have been brought down to approximately 5,000 bushels. Commission houses and elevator men who bought corn during the early winter down at as low as 10 cents a bushel have been able to make satisfactory turns upon sales put through recently. They are generally sanguine of clearing up their entire holdings on this movement. Considerable corn from southern Minnesota points has been bought on this market recently.

Householders of oats in the elevators are at last beginning to get action in the way of reducing stocks which now stand at over 1,000,000 bushels, some of them purchased in months ago at as high as 14 cents above current market. A few cargoes of oats have been sold recently on eastern shipment and stocks are expected to be materially reduced soon. In view of the large holdings of oats at the terminal markets it is assumed that the average needed to them over the Northwest will be smaller this season.

However men and commission houses here with connections with the Northwest have been gratified over reports received regarding the general crop outlook here as regards the coming winter crop and growth in some of backward weather conditions up to now a few days ago. News from districts in western North Dakota and Minnesota, where three successive crop failures have experienced was said to be generally hopeful. Irrigation has been expressed over the way farmers looked down at their seedling and as it is a winter wheat under the best soil conditions in years as regards moisture, spring crops are anticipated that growers will be able to get back their feet through harvesting a good crop. Farmers in the district districts took advantage of the opportunity to obtain seed from the Government as a result of \$1,000,000 appropriation made under the Seed Loan Act.

Purchases of Canadian bonded wheat by Minneapolis millers through houses here with Winnipeg connections this week are in demand. Millers here have contracted a shipment of hard Spring wheat for milling purposes and they were able to pick up a few Manitoba wheat cars under the impost of 10 cents a bushel but just as that has been postponed. The United States Company bought 10,000 bushels of No. 1 hard wheat for export and it was reported a few days ago that a Minneapolis mill. South Dakota has also found it necessary to seek a shipment of hard wheat from the same source of the local shipments of the last winter crop. The wheat has stood in the ground for the same grades in years at Fort Collins.

Demand for deals on this market has shown substantial improvement recently, according to E. M. Wilson of the Hipple Grain Company. He asserted that the local deal made better shipments during the last winter than during any other period in the past year and that it is expected, as in the past, that the local market will be a good one for the coming season and the subsequent possession of local wheat to a great extent.

Local wheat has been reported on this market at 10 cents a bushel for wheat from Duluth for Buffalo. A difficult lake shipping condition is now expected to prevent the use of the vessel tonnage and for the traffic will be the real market. In the absence of the cargoes available in the market, the local market of the spring is going to be somewhat as in the winter and expected to be lessening by the expense of making the local market. However, it succeeded in obtaining sufficient cargoes to cover their contracts for the coming season for the first two weeks of May, and it is expected that they will be forced to pay higher freight rates for boats to move grain down later on.

No changes in the personnel of grain firms on the Duluth Board of Trade were announced during the last month. A partnership between two prominent members was to have become effective on May 1, but the consummation has been deferred for a time, according to a later announcement.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE Kansas City Board of Trade resumed its "summer hours" on May 1, to conform to the changes in time at Chicago and New York. Markets in these two cities advanced their sessions one hour, due to the adoption of new time, and as new time is not used here the effect was to cause the Board of Trade to open at 8:30 and close at 12:15, except on Saturday, when it closes at 11. This has been the schedule for several summers. Probably a majority of the members have little preference one way or the other, but a small and active minority against the changes is developing. The chief benefit, so far as can be seen at present, is that it allows afternoon papers to carry complete market reports in their early editions.

George K. Walton, formerly with the Hipple Grain Company, is now with Goffe & Carkener.

Charles E. Lathrop now has the private wire of E. Lowitz & Co. of Chicago.

Shortly before the Department of Agriculture announced several minor changes in wheat grades, a hearing was held in Kansas City by T. J. Beasley of the local office of the Federal grain department. President Russell of the Kansas City Board of Trade had asked Secretary Wallace to attend, but he was unable to do so. A committee of three—Ben C. Moore, Fred Vincent and William Murphy—represented the Board of Trade, and opposed any changes. Several milling organizations were represented. The latter generally favored the changes.

Secretary Smiley of the Kansas Grain Dealers Association, who has been pessimistic on the new crop in that state, said recently: "There will be a good yield of wheat on more than 3,000,000 acres of Kansas land this year, but the greater part of the remaining acreage will amount to very little. East of the sixth principal meridian, which runs through Wichita, there is a wheat acreage of 2,543,000 acres, which will average 18 bushels or better to the acre. There is about 500,000 acres west of this line which will make about the same acre yield. Aside from this and four counties in the northwest part of the state, 40 per cent of the remaining acreage will not be harvested."

L. A. Arneson, formerly secretary and treasurer of the Larabee Flour Mills Corporation, has been made first vice-president and treasurer. August Bulte who lost his life in a seaplane accident off the coast of Florida recently, was general manager and first vice-president. J. L. Walker was elected sales manager several weeks ago. T. C. McGrath, formerly auditor, is now secretary. F. C. Kath of Topeka is president, and spends much of his time here.

The Missouri Supreme Court recently overruled the effort of James T. Bradshaw of Kansas City, formerly state grain and warehouse commissioner, to reopen his suit to oust Thomas J. Hedrick from the office. Bradshaw was removed from the office last July by Governor Hyde upon charges the Governor himself preferred. One of the suits connected with the affair by the state to recover more than \$13,000 disbursed by Bradshaw, when in office, to his deputies for inspection and weighing for private firms. This suit also was denied recently by the Cole County Circuit Court. The state has indicated that it will appeal the case to the Supreme Court.

The big plant of the Corn Products Company in North Kansas City has closed down for about three months to allow additions to be made to the building. It has been in operation for only a few months.

An amendment has been adopted by the Kansas City Board of Trade which provides that any member accepting future orders from a non-member corporation shall obtain in advance a written authorization to the effect that the manager or officer of the non-member corporation is duly authorized to make

such transactions. In opening new accounts a reasonable time is to be allowed for the securing of such authorization. This is the same amendment passed at several other markets recently. It was suggested by several controversies in which representatives of farmer and co-operative organizations at terminal markets placed orders which the officials of the concern would not approve.

Allen Logan of the Logan Bros. Grain Company estimates the Kansas wheat crop at 122,752,000 bushels, using the Government's preliminary acreage of 11,569,000 acres. The abandonment is placed at 2,244,772 acres and on the remaining 9,324,228 acres the outlook, according to his data, is for yield of slightly more than 13 bushels an acre. There is ample moisture for several weeks, with most sections in need of clear, warm weather. The largest losses occurred in Rooks, Rush, Ellis, Ford, Barton, Reno, Pawnee, Kiowa, Jewell, Mitchell, Osborne and Comanche Counties.

Plans to organize a credit bureau among members of the Kansas City Board of Trade have taken definite shape. A committee headed by Fred Lake which was appointed a month or so ago, recently reported favorably on a plan similar to the one in use at St. Louis and Minneapolis, and the Kansas City Grain Club, which is taking the initiative in the matter, indorsed the plan. An organization of three has been appointed and will complete the work. The latter committee is headed by George S. Carkner, E. O. Bragg and J. E. Rahm are the other members. A total of nearly 50 firms have indicated they will support the organization. There is nothing along that line at Kansas City and the need of one has been felt for some time.

Wheat receipts at Kansas City in April were 2,745 cars, a little more than half as much as the record April movement last year and 1,034 cars more than the 10-year average. Corn and oats receipts were larger than a year ago but well under the average.

The embargo against shipments of grain to Galveston, which was imposed last October as a result of congestion at that port, was lifted recently and grain may move in that direction now without permits. The embargo was declared at a time when around 5,000 cars of wheat were on track and large quantities were known to be enroute, much of which was consigned and for which there was no export demand apparent. The whole export deal at the Gulf was disastrous last season and it has been apparent ever since that the embargo should have been declared much sooner than it was. Dealers say that doubtless a great deal of caution will be exercised this season in the matter of making shipments to Galveston.

During the past few weeks local export firms have sold fairly liberal quantities of wheat for July and August delivery, chiefly the latter half of August. Trade in old crop positions at the Gulf ports has been in small lots and was unimportant in the aggregate. The new wheat has gone chiefly to English and Dutch buyers, some of whom have doubtlessly represented German firms, as most cable reports have said that most of the demand originated in that country. Most firms here, have not been willing to deal direct with Germany on a deferred delivery basis, since that country's credit is and has been shaky. In a few cases, however, it is known that direct contracts have been entered into with Germany for August delivery.

It has been the gossip at Kansas City that recent estimates of total purchases of new crop wheat have been greatly exaggerated, since much of the trade has been between dealers and has been largely speculative in character. Premiums at Galveston for No. 2 wheat, second half of August delivery, have dropped from 14 cents over the Chicago July price to about 7 cents.

Developments in May wheat at Kansas City, while not as spectacular as at Chicago, were unusual. As much as a month before delivery day, it was freely predicted that large amounts would be delivered here, estimates running as high as 5,000,000 and 6,000,000 bushels. This was when stocks were near the high point of the season and there was little evidence that the general merchandising demand would cause more than a moderate reduction. For many weeks Kansas City has had a record amount of wheat for this early in the spring and has also had the largest supply of any of the terminal markets. It was a natural conclusion, therefore, that deliveries would be large, since the big premium of May over July would prevent the transfer of hedges into the new crop month. As May delivery day approaches the big stocks here served to depress the carlot prices, relative to other markets, to the point where it was more profitable to send wheat elsewhere than to offer it for delivery here, particularly to Chicago, where the May price was above other terminals. The result was that there was no move the first week in May to make any deliveries here, but liberal amounts were shipped to Chicago. Another factor in restricting deliveries was the question of tonnage. Most of the wheat in

storage carries "old tonnage." Efforts are still being made to move this grain at the new freight rates and if successful it would mean a difference of several cents to the elevator interests. There is not much chance that this will happen, but the matter has not been finally disposed of shippers are still hopeful. Incidentally it has been said that if elevators attempt to deliver old tonnage to some interests a vigorous protest will be made and a test case instituted. The rules of the Board of Trade do not cover this point.

ST. LOUIS

S. F. LARRIMORE CORRESPONDENT

THE April report of the State Board of Agriculture, issued jointly recently with the Government Crop Bureau, states that the Missouri farm conditions are very promising, except for excessive rains. Wheat is 88 per cent of normal, with an acreage of 3,219,000. Only 30 per cent of the average oat crop has been planted because of continued rains and the inability of farmers to go to work in the fields. Only one-fourth of the spring plowing has been completed. Few harmful insects are in evidence. The farmers are from 15 to 20 days behind with their work. Farm hands are asking higher wages than the farmers are willing to pay, and there is a surplus of 18 per cent of farm help.

Regarding the 1922 grain prospect, the report states that "Missouri's 1922 wheat condition on the 3,219,000 acres sown last fall is 88 per cent, indicating a yield of 37,628,000 bushels, according to E. A. Logan and Jewell Mayes, of the Federal-State Crop Reporting Service. Missouri wheat has come out of winter quarters in good shape, and now looks good. Damage has resulted from the battering rains, washing fields and overflows in creeks and bottoms. The later than usual seeding is resulting in very few insects being in evidence at this time, with the Hessian being reported from scattering points only. Oat seeding is only 30 per cent completed, against 94 per cent last April."

There were 240 barrels of flour, 10,000 bushels of wheat, 125,625 bushels of corn, and 12,500 bushels of oats shipped from St. Louis by the barge line in April.

Most of the damage done by the flood adjacent to St. Louis in Illinois and Missouri was caused by overflow on the wheat lands behind the levees. In the St. Charles County lowlands nearly 3,000 acres of wheat lands were flooded. In all the low flat farm land around St. Louis, considerable damage was done to prospective crops by the high water, and this spring's flood has caused a considerable reduction in the grain yield for this year from the Mississippi Valley.

A company has been incorporated at Springfield, Mo., to be known as the Springfield Seed Company, with a capital stock of \$90,000. It will deal in all manner of seeds, feeds, etc. The directors are: R. R. Ricketts, M. D. Ricketts, E. A. Davis, W. D. Murray and E. L. Yancy.

The following notice was posted on the bulletin board of the St. Louis Merchants' Exchange recently: "Effective April 30, 1922, the Barge Line will increase domestic rates on grain and grain products from St. Louis to New Orleans from 17 cents to 25 cents per 100 pounds. There is no change in export rates. Chas. Ripplin, Exchange Traffic Commissioner."

John L. Wright, a retired St. Louis grain dealer, died in the rest room of the Fox-Liberty Theater in St. Louis recently. Mr. Wright was 69 years of age and had been quite active in the grain business here up until about seven years ago and he was very well known in the grain markets of the country.

Friends of C. S. Moffitt were surprised recently to learn of his marriage to Mrs. Addie Hopkins. Mr. Moffitt is a member of the firm of Moffitt-Napier Grain Company, and is a prominent Mason. His brother, N. L. Moffitt, is president of the firm, and was also president of the Merchants' Exchange last year. The couple left at once for California and from there will go to Hawaii.

The Board of Directors of the Merchants' Exchange of St. Louis has endorsed the Merchant Marine Act and has addressed communications to Missouri Senators and Representatives urging their report for the passage of the Jones-Green Shipping Bills. The message is as follows: "The underlying principles embodied in President Harding's shipping message to Congress on February 28, and in the accompanying bills before the Senate and House of Representatives, known as the Jones-Green Shipping Bills, are fully approved by the Directors of this Exchange. Our Board respectfully urge our Senators and Representatives in Congress to support the aforesaid bills, with the

understanding that their substances and intent be supplemented, strengthened and made possible by carrying out in full of the policy and purpose of the Merchant Marine Act of 1920."

The following is taken from the statement of President N. L. Moffitt, in the annual report of the St. Louis Merchants' Exchange: "The year 1921 was one of the most eventful in the history of the organization. It was the most eventful in the matter of legislation, both national and state, as affecting the grain and other markets of our country. In the past, no other grain exchanges or associations have been formed for the buying and selling of the agricultural products of the farm, particularly the grain crops, covering more than half a century of years. There seems to have been only the desire to destroy the organized exchanges without the least suggestion of any practical definite plans for perpetuation of improving the means whereby the great agricultural products of our country, aggregating millions of bushels, could be marketed."

"Out of town members attending yesterday's Agricultural and Livestock Loan Agency of the War Finance Corporation," reports a St. Louis daily, "found excellent crop conditions in the rural districts, but declared that it is the general sentiment that there will not be extensive liquidations of loans to the agricultural communities until this year's crop is realized. New loans and renewals amounting to about \$100,000 were approved."

The National Bag Company has just been incorporated and will be located at 1111 North Main St., St. Louis. It will engage in the manufacture and jobbing of all kinds of bags, and will do a general importing and exporting business. John N. McMillan, secretary and treasurer of the new company, was formerly manager of the Mulligan Bag Company and general sales director of the Knickerbocker Bag Co.

Wm. M. Cunningham has resigned his position with the Federal Grain Supervision office of the U. S. Department of Agriculture at Kansas City and has taken charge of the grain division of the Missouri State Bureau at Jefferson City, Mo.

The Merchants' Exchange ball season opened May 2, when fourth inning ended with the score tied 4-4. President Powell pitched the first ball and Alex Harsh donned the big mitt. In addition there were several races between the Pats and Leans. Leb Owings and C. Sears acted as umpires and P. P. Connor as scorekeeper. Lemonade, lunch and cigars was served by the Exchange cigar stand, and the Glee Club, composed of George Harsh, Alex Harsh, Eugene Smith, George Powell, Will Klosterman, Joe Hartsch, Dr. Henry Mack, Clarence Armbruster, W. N. Knapp, Joe Dixon, Joe Flynn and Vest Lancaster, also entertained with a concert. It is rumored around the floor of the Exchange that certain members of the Glee Club will be tried by court-martial as a result of this concert. However, this is strongly denied in official circles, the claim being held that the members in question were not comparable to even Caruso.

Charles Barron won the annual golf championship of the Merchants' Exchange, held on the Municipal Links in Forest Park recently. With a handicap of 18 his score was 97. Joseph Dixon, with a handicap of 18 finished second, with one stroke more than Barron. James Fuller, with a handicap of 36, turned in a score of 99, and Alex Harsh, playing scratch, finished fourth.

Each golfer was furnished with a caddy from the Merchants' Exchange. President George Powell acted as caddy for Fuller, O. J. Woolbridge caddied for Harsh, Oliver Lite carried the bag for Dixon and Harry Langenberg for Barron.

As is the custom of the organization, an adding machine was taken on the trip. Samuel Plant acted as custodian for the adding machine. The other officials were: Official scorer, Vest Lancaster; water-boy, Max Kennedy; sponge vender, Frank Vincent; Official counters, Thomas Teasdale, Oscar Laney, T. B. Morton and "Pop" Price. The gallery was composed of about 100 members of the Exchange.

St. Louis has been the scene the past month of two conventions, both of great interest to the grain trade. On April 18 the new Missouri Soft Wheat Millers Association held its first annual meeting. George Wolff of New Haven was elected president of the new organization.

On April 19 and 20 the Missouri Grain Dealers Association held its annual meeting, which is reported more fully in another portion of this issue. A. H. Meinershagen was re-elected president. D. L. Boyer is secretary of both organizations.

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

BUSINESS with the elevator and grain trade is not very good at the present time, as grain is not staying on storage, and there is not any investment demand to speak of at present high prices. Feeding demand is off considerably as a result of the finest spring grass that Kentucky has had in years, and due to the quantity of low grade corn on the farms that is being fed. Hay is moving slowly as a result of farmers being busy and not shipping. Wheat is so high that mills are buying from hand to mouth for the most part, and have no need for storage other than their own. Milling corn demand is weak as a whole.

The spring racing season in Kentucky has created a little better business at Latonia, Lexington and Louisville, racing having started at Lexington on April 29, and will start at Louisville with the Derby on May 13. There are several hundred horses quartered at the Churchill Downs and Douglas Park tracks, and many more to come, while quite a bunch are at the Latonia track. These babies are fed and bedded on the best to be had.

Frank C. Dickson of the Kentucky Public Elevator Company, Louisville, reports that April business was the worst the company has had for six months, as there is not much grain on long storage, and not much moving. Mr. Dickson stated that the company had a little less than half of its capacity utilized at the present time.

Markets are fairly steady as a whole, grain being up a little, while feed is weaker due to excellent grass. Hay is scarce and stiff in price, as farmers are busy and not hauling hay to market, demand at present being filled from warehouse stocks, which are not heavy.

Feed prices quoted by local jobbers show bran at \$28 a ton; mixed feed, \$29; middlings, \$30; hominy feed, \$27. Except for the fact that mills are not especially busy and not producing so much feed, prices would be considerably weaker, it is said.

Demand for seed oats was light and short lived as there has been so much rainy weather that the farmers have not been able to plant oats, and planting time is past. The same thing was true of the early grass seeds, such as Timothy, Bluegrass, Orchard grass, Red Top, Clover, etc. Farmers are going to tobacco, Sudan grass, cane seed, millet, cow peas and soy beans. Prospects are fair for the corn crop.

Grain prices quoted show No. 3 Yellow corn at 69 cents, White, 70 cents; Mixed, 68½ cents. No. 4 grade is a cent under No. 3, No. 5, two cents under No. 3, and No. 6, three cents under No. 3. Corn is in poor shape, and there is practically no No. 1 corn. One of the jobbers stated that he was offered one car of No. 2 White, while being offered any quantity of No. 4, 5 or 6 grade, and a little No. 3, as No. 2 and 3 grades are not in large supply. Oats are firm at 43 cents for No. 3 White.

Quotations are firm on hay, at the following levels: Timothy, No. 1, \$23 a ton; No. 2, \$22; Clover, No. 1, \$21@22, No. 2, \$18; Mixed, \$21, No. 2, \$18; straw, wheat and oat, \$12, rye, \$15.

Louisville wheat mills have been considerably busier than they were on the low wheat market, but April business was very quiet. The Ballard & Ballard Company, reported April as the slowest month in a long time, production having been but 38,769 barrels, representing 179,120 bushels of wheat milled. For the 10 months the company has made and shipped 587,358 barrels. Price of cash wheat at Louisville is right around \$1.50 a bushel, without much demand at the price, as the market is a bit too stiff for taking chances. Flour has been advancing steadily and is now quoted at \$8.30 a barrel for short patent, and \$6.80. Cash wheat continues advancing regardless of Chicago option, as supplies are not heavy, and are well held.

Edinger & Co., report that grain demand has been quite dull, but there has been some demand for poultry and manufactured feeds, hay, mill feed, etc. Volume has not been good as a whole, but local demand has been a little better of late as a result of the spring races.

It is reported that the condition of the growing Soft Winter wheat crop in the Ohio Valley is fully 100 per cent condition, as against an estimated 83 per cent condition of the country as a whole. Some statistical reports place the Winter wheat crop, hard and soft, at 585,000,000 bushels estimated. The state Department of Agriculture places the state wheat crop at 94 per cent of normal condition as of April 1, as against 95 per cent for April 1, 1921, and an aver-

age of 85 per cent for a 10-year period. Rye was given at 93 per cent April 1, as against 95 per cent last year and an average of 88 per cent over 10 years. A part of the last report of the state department reads:

"The acreage of wheat sowed last fall was approximately 670,000 acres compared to 657,000 acres in 1920. Rye (including only that for grain) was 19,000 acres last fall compared to 18,000 acres sowed for grain in 1920. The mild weather this winter and spring has been favorable for small grains in all parts of the state, except a little drowned out on low or flat land."

The Bingham Hewitt Grain Company couldn't add anything of a rosy hue to the general reports received concerning dull business in the grain trade, the company handling a fair volume, but nothing big.

Fire on May 4, destroyed the warehouse, trucks and equipment of the W. P. Miller Hay & Grain Company, at Third and L Streets, the loss being \$30,000. This is the second time in 10 months that the concern has been burned out, having moved to the present location from the opposite side of the street following a fire in 1921. The company will rebuild at once.

At Krypton, Ky., the Perry & Leslie Feed Company has been chartered with a capital of \$10,000, by J. C. Baker, J. M. Eversole, Jr., and D. W. Shepherd.

Charles B. Long, of the grain and milling house of S. M. Long & Sons, Shelbyville, Ky., was recently married to Miss Josephine Davis, daughter of Edward H. Davis, city attorney, of Shelbyville.

The Inland Waterways Company, Louisville, capital \$1,000,000, has taken over some boats and barges of the Calhoun interests, Frankfort, leased terminal sites from the city, and plans installation of terminals for having large quantities of barge shipments of various products, transferring from rail to water, or water to rail at these terminals, thus saving a tremendous amount of freight on some classes of shipments. While the steam railroads have not been much interested in the plans, the electric lines are co-operating strongly, and plan to pick up freight here and distribute through Indiana and within a short radius of Louisville. The Ohio River for a good many years has been neglected, but the Government has been spending many millions on the waterway which is now beginning to reach a point where navigation should be open 10 months or more out of the year to Louisville, and on South as soon as some of the locks and dams now under construction are completed.

High water in the lower valley of the Ohio and various streams of Indiana, and the Mississippi, have put tremendous quantities of grain land under water, considerable wheat being damaged, while the mud deposits where water has receded, are so heavy that it will be some time before the land can be worked.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE grain movement at Milwaukee shows considerable enlargement for the first week in May. For that week, receipts at the Chamber of Commerce were 874 carloads of grain as compared with 553 cars the week before, 476 cars a year ago and 599 carloads in 1920. Receipts were 50 to 60 per cent higher than the normal supply of about 500 carloads. That this movement is only of recent origin is shown by figures on grain receipts for the last week of April. These showed 553 car loads as compared 305 cars the week before and 262 car loads a year ago and 601 car loads in 1920. The figures on grain receipts for the last three weeks are 305 cars, 553 cars and 874 car loads, respectively.

Grain men are not agreed as to whether this sudden increase in receipts is to last for some little time. The general feeling is that with the improvement of country roads and with some of the rush work of spring on the farm out of the way, there is likely to be more grain offered. The present higher grain prices have also been an incentive for farmers to sell in a greater measure, while the heavy lake movement, clearing up congested elevators, will also be a help to the continuation of grain trade activity.

The annual report on membership showed that it had been necessary to raise dues for membership to \$100 a year. The total number of memberships is now given at 482, with 463 living members, 17 memberships in names of deceased members and two additional certificates.

During the year, 38 memberships were forfeited by reason of failure to pay the annual assessment and these will be sold according to the rules of the Cham-

ber of Commerce. The seven memberships which were forfeited at the close of the previous fiscal year were disposed of and surrendered for cancellation. There were 47 members admitted to the association during the year and the number of deaths recorded was 14. One member was expelled for an offense which reflected on the good name and dignity of the association.

The annual report of the treasurer of the Milwaukee Chamber of Commerce showed receipts of \$214,000, of which \$63,000 came from the general fund, \$75,000 from the weighing department for fees and \$71,000 from the inspection department. The expense for the year was \$183,000 approximately, leaving a surplus for the year over expenses in excess of \$30,856.

President H. H. Peterson has announced his lists of committees which do the important work of the Chamber of Commerce for the year. The general committees of the Chamber are: Supervisors of Grain Inspection and Weighing; P. P. Donahue, J. H. Mander, E. H. Dadmun, E. H. Hiemke and J. M. Riebs.

Supervisors of Flour Inspection: J. H. Crittenden, Philip Orth, E. R. Godfrey, J. H. Manning, and F. Leu.

Arbitration of Dried Peas and Beans: J. V. Lauer, Linus J. Beck, C. F. Coughlin, M. H. Kleiser and W. E. Lodde.

Arbitration of Grass and Clover Seed: J. J. Crandall, Hugo Teweles, F. W. Kellogg, H. B. Courteen, and J. V. Lauer.

Cash Grain Closing: Linus J. Beck, E. Leisenberg and E. H. Heimke.

Alternates: Spaulding Rugee, A. L. Johnstone and M. H. Kleiser.

Membership: A. L. Jacobs, F. J. Phelan, W. C. Holstein, George D. Weschler and J. V. Lauer.

Publicity: G. W. Kruse, Frank B. Bell, Hugo Stolley, A. R. Templeton and Harry A. Plumb.

Weather Reports: F. J. Phelan, C. H. Bauman, and A. L. Flanagan.

Committee on Commerce and Manufactures: William O. Goodrich, Michael F. Cudahy, E. J. Lindsay, Gustave Pabst, Washington Becker, Charles Baerwald, F. W. Kellogg, Calvin E. Lewis, F. W. Goldie, L. J. Petit, S. G. Courteen, John F. Kern and A. C. Elser.

Committees of the Board of Directors of the Chamber of Commerce are:

Finance: Hugo Stolley, A. R. Templeton and Kurtis R. Froedtert.

Furniture and Rooms: F. LaBudde, L. J. Keefe, and W. E. Schroeder.

Grain "To Arrive": A. L. Flanagan, A. R. Taylor and A. R. Templeton.

Market Reports: L. L. Runkel, Hugo Stolley and L. R. Fyfe.

Membership: F. La Budde, W. E. Schroeder and Kurtis R. Froedtert.

Rules and Regulations: L. L. Runkel, G. W. Kruse, and L. R. Fyfe.

Supplies: H. A. Plumb, L. J. Keefe and W. E. Schroeder.

Transportation: A. R. Taylor, G. W. Kruse and A. L. Flanagan.

Heavy export demand is reported in the barley market which has helped to keep up prices even on the days when there have been slight declines in other kinds of cash grain.

H. H. Peterson, president of the Milwaukee Chamber of Commerce, and Harry A. Plumb, secretary, will attend the tenth annual meeting of the Chamber of Commerce of the United States to be held in Washington on May 15 to May 18.

Stocks of grain in Milwaukee are still high despite the fact that they have been drawn down to a large extent by the heavy early lake movement. At the opening of May the stores of grain were 95,000 bushels of wheat, approximately; 1,398,000 bushels of corn, 700,000 bushels of oats, in round numbers, 130,000 bushels of barley and 79,000 bushels of rye. These figures indicate a fairly large supply of oats and large storage of corn. This is expected to be cut down materially with the progress of lake shipments.

The May rate of interest as determined by the Finance Committee of the Chamber of Commerce, has been fixed at 6½ per cent. This is a decline from the recently prevailing rates of 7 per cent and represents steady easing at Milwaukee in the money market.

The annual report of the Chamber of Commerce showed that the receipts of grain for the past year were 70,409,000 bushels in round numbers, a gain over the previous year of 14,138,000 bushels. Total shipments were 51,611,000 bushels. The shipments by lake were reported as abnormally large and as having exceeded all other previous records. The total was 34,827,000 bushels loaded at Milwaukee into lake vessels.

In his annual report covering the work of the Chamber of Commerce for the season, President H. Peterson said: "The year which has just closed has been perhaps the most trying year in the history of the Chamber of Commerce. It is not only that business in general has gone through a period of severe depression, but the grain exchanges in particular have been

compelled to protect themselves against adverse legislation and to carry on an educational propaganda against the misstatements of those who have attacked them in the press and before congressional committees.

"The frequent changes in freight rates have kept our Transportation Department working under high pressure and our traffic manager and the Transportation Committee are entitled to the thanks of the association for the efficient manner in which they have protected the interests of the market.

"The expense of conducting the business of the Chamber of Commerce has been heavy, but unavoidable under the circumstances. Conditions have changed materially during the past 10 years. Competition is keener and we must work harder for business, or it will go to more aggressive markets.

"Your Board of Directors has deemed it inadvisable under present conditions to take any action in regard to the building project. Our lease has a number of years to run and it was thought that the matter could well be left for a more propitious time.

"I hope to have the continued co-operation of the officers and members of the association and that with the nearer return to normal conditions which the coming year will undoubtedly bring, our organization will again enjoy prosperity."

The Board of Directors of the Chamber of Commerce has recommended for adoption by the association an amendment of the rules prohibiting any member, under penalty of suspension, from executing orders for future delivery for a non-member corporation, given by an employee or officer of the corporation, unless he is duly authorized by the corporation to make trades for future delivery. This, when adopted, will throw an additional restriction around the trade in futures which will have a very wholesome influence.

A large delegation from the Milwaukee Chamber of Commerce attended the convention of the Western Grain Dealers Association at Des Moines, Iowa. Among those interested were E. Heimke, L. J. Beck, B. Buerger, L. J. Keefe, Ed. La Budde, J. O'Brien, assistant secretary; F. B. Bell, A. E. Bush, Cliff Thorsen, Carl Houlton and B. F. Siegert.

The latest report on shipments of grain by lake for this season shows an aggregate of more than 5,065,000 bushels. This compares with shipments of 1,337,000 bushels up to the same date a year ago. Last year was a record breaker for grain shipments from Milwaukee but this year's figures are almost four times as large as those of a year ago. Grain dealers at Milwaukee assert that this season will see far more lake trade than ever before and indications of the first two or three weeks of the shipping season bear out this prediction fully.

Milwaukee, like Chicago and other cities, has taken up daylight saving and is now operating under the new hours. Daylight saving is highly popular with Milwaukee grain men.

Among the recent visitors who have been at the Milwaukee Chamber of Commerce are A. W. Cubley of Chicago; E. A. Donnelly, Minneapolis; W. J. Potter of Rockford, Ill.; I. Peiser of Memphis, Tenn.; F. L. De Breux and J. P. Swendsen of Green Bay; M. Wolter of West Bend; and K. A. Huebner of Forest Junction, Wis.

The Independent Service Corporation has opened business at 69 Wisconsin Street in Milwaukee to handle flour, feed and a number allied commodities. Louis J. Stroble, Gustav F. Grundmann and Ray L. Griggs will be prominent in the new concern.

At the meeting of the American Institute of Electrical Engineers in Chicago, the views of the Milwaukee Chamber of Commerce on the new St. Lawrence deep waterway were represented by a paper compiled by President H. H. Peterson and Secretary H. A. Plumb. Members of the Milwaukee Chamber of Commerce were given a special invitation to attend the meeting.

Fred E. Kreiger, secretary of one of the divisions of the Association of Commerce of Milwaukee, said in an address in Milwaukee that the approval of Congress of the new St. Lawrence water project is practically a certainty. He said the actual time of building the new waterway would depend on how much enthusiasm could be mustered for it here in the Middle West. Mr. Kreiger added that there would be many unexpected results accrue from the ocean ships in Lake Michigan. Among these results would be thousands of Europeans to settle on the 50,000,000 acres of vacant lands in Michigan, Wisconsin and Minnesota.

H. E. Byram, president of the Milwaukee road, has reported here, that he expects before the year is over there will be a demand for more cars, more locomotives, more freight yards, more side tracks and other facilities than there is a present demand for lower rates. He believes that when this vast traffic comes on with rapidly growing prosperity, the people will want their goods moved, rather than quibble about lower rates. He asserted that the rail-

road facilities of the country had been at a standstill for five years, so that there is urgent need of the lines of the country getting ready for the big volume of business by adding to their facilities at the present time.

The railroads want rates reduced and expect to reduce them, but the time is not yet, Mr. Byram believes. High freight rates will not prevent the return of good times, says Mr. Byram and conditions are fast shaping themselves in that direction, he states.

Among the members of the Chamber of Commerce who either have sailed to Europe, or are going there soon are Herman Deutsch, S. G. Courteen and Kurtis R. Froedtert. Mr. Deutsch will return in June some time.

M. H. Ladd as chief weigher and A. A. Breed as chief inspector are among the reappointments by the Chamber of Commerce.

New members of the Chamber of Commerce include Curt Kanowsky of the Froedtert Grain & Malting Company and Edgar J. Hughes, vice president of the First National Bank.

CINCINNATI HARRY A. KENNY CORRESPONDENT

GENERALLY speaking, business with the Cincinnati elevator companies and the general grain, hay and feed interests was draggy during the latter part of April and the forepart of this month. While dealers do not anticipate a boom in business they look for an improvement for the latter part of May.

The grain business from all reports has been a trifle better than the hay trade, with neither worth boasting about. Grain dealers have received some encouraging reports from Indiana relative to the wheat crop. Hay receipts have been very light with prices holding firm. The slow shipment of hay to this market is due to the fact that the farmers are now engaged in getting their crops in shape.

Stocks on hand in local elevators have slowly been reduced and are much smaller than they were a few months back, while the volume handled is not as large as it was. Millfeed dealers report a fair business with a good assortment of stocks on hand. A majority of the hay and grain merchants say that business is no doubt as good as could be expected for this time of the year.

Every car of grain and hay received on an order-notify bill of lading and bought and sold between members of the Cincinnati Grain and Hay Exchange is now handled on a compulsory warrant system, adopted by the Exchange. This new system went into effect May 2. The effect of the system is that it keeps every car under control of the warrant officer of the Exchange, as the custodian for the seller until it has been paid for. No car can be unloaded until the warrant has been released, which is tantamount to a satisfactory conclusion of an exchange between the seller and the buyer. By the compulsory warrant system the order-notify cars are surrendered upon arrival to the warrant officer and the bill of lading indorsed by the Exchange which issues a negotiable instrument recognized by the leading banks of Cincinnati. This action is part of the new code of ethics of the Cincinnati Grain and Hay Exchange, proposed by John DeMolet, president of the organization.

"Settled: Costs paid. No Record." This entry in the United States District Court at Cincinnati last month is said to hold the record here for brevity. It terminated the suit of the Washburn-Crosby Company of Minneapolis against Jacob Pfau, flour dealer of Portsmouth, Ohio, to recover \$8,500 for alleged breach of contract.

Notice has been received by B. J. Drummond, traffic manager of the Cincinnati Grain and Hay Exchange, that the Interstate Commerce Commission has set for hearing at the Hotel Gibson, Cincinnati, on May 17 the complaint of the Cincinnati Grain and Hay Exchange against the railroads of the southeastern territory operating into the Carolina territory. The complaint charges discrimination against the Cincinnati grain and hay market in that preferential rates are contemporaneously maintained from Columbus, Ohio, ranging from 1 to 3½ cents less on shipments from points in Michigan and as much as 5½ cents from points in northern and northwestern Ohio through Columbus to points in the Carolina territory.

For many years, according to Mr. Drummond, rates from points in the North to points in the South have been broken at the Ohio River crossings. Some years ago, the Norfolk & Western Railway, in order to insure to itself the long haul, made the Ohio River rates on grain, grain products and hay applicable from points on its line north of the river to and including Columbus. The effect of this was that the dividing line was extended half way across the state of Ohio.

Cincinnati grain and hay dealers have for some time

been steadily losing business on account of this alleged misadjustment. The carriers appear to be unwilling to correct the difficulty, although on other classes of traffic, Columbus takes an arbitrary rate over the Ohio River crossing rate. The Cincinnati Grain and Hay Exchange holds that this position of the railroads is in violation of the third section of the Interstate Commerce Act, which specifically provides for the correction of discriminatory rates.

Elmer Voss, general manager of the Bingham-Scholl Grain Company, is recovering from an operation which he submitted to at the Bethesda Hospital several weeks ago.

H. Lee Early, president of the Early & Daniel Company, is one of the incorporators of the West End Terminal & Railway Company, which will build an extension to the Cincinnati, Lawrenceburg & Aurora Electric Street Railroad Company from Anderson's Ferry to the Dixie Terminal, at a cost of \$750,000.

E. F. Skidmore, secretary of the Perin-Brouse-Skidmore Grain Company, has returned from an extended trip in the South in the interest of the company's feed business.

August Ferger of the Ferger Bros. Company, feed dealers, submitted to an operation at the Good Samaritan Hospital, May 4. Mr. Ferger is rapidly recuperating and expects to be at his desk within a few weeks.

The Cincinnati Chamber of Commerce, with which the Cincinnati Grain and Hay Exchange is affiliated has plans under consideration for the construction of a building to quarter all its departments. According to the proposed plans, the Grain and Hay Exchange will have an entire floor on which to conduct its business. The proposed building will cost approximately \$1,000,000.

BUFFALO ELMER M. HILL CORRESPONDENT

NEW YORK state grain interests have petitioned Frank M. Williams, state engineer, to approve plans for enlarging the 2,000,000-bushel grain elevator owned by the state at the Gowanus Bay terminal by appropriating the \$300,000 available for improving the New York Terminal. The elevator has just been opened for the receipt of grain.

J. C. Lincoln, manager of the traffic bureau of the Merchants' Association of New York, in a letter to Mr. Williams says that the reason New York does not occupy a more important place in the handling of export grain has been due largely to lack of storage elevators on the waterfront accessible to cargo carriers of grain. He says that with an increased storage capacity at New York, where the grain could be accumulated for movement during the winter months would end to stimulate the grain carrying trade over the New York state barge canal.

The A. E. Baxter Engineering Company of Buffalo, have completed plans for a modern 1,500-barrel flour mill and a 500,000-bushel concrete grain elevator for the Valley City Milling Company of Grand Rapids, Mich. Although the site for the proposed plant has been secured, the contract has not yet been awarded. The elevator will be one of the largest in that section of Michigan.

The grain movement through the Sault Ste Marie canals during the 13 days of navigation in April equalled the movement for 23 days in April a year ago, according to word received by the Buffalo Corn Exchange from L. C. Sabin, general superintendent of the canal. Wheat shipments were 9,308,560 bushels, nearly 1,000,000 bushels over last year.

If ocean-going ships could be admitted to the Great Lakes via the proposed St. Lawrence River ship canal route, transportation charges on wheat from the Middle West to Liverpool could be reduced 10 cents a bushel, according to the United States Joint Commission on Agricultural Inquiry in its report on the Great Lakes and St. Lawrence River grain trade. The report says this would mean the saving of millions of dollars by American farmers. It is declared that by employing the St. Lawrence route at present, means the transfer of cargoes at Buffalo and Montreal which makes it a very expensive route. The commission find that the all-water route to Montreal acts as a check on the Lake and rail rates, or all-rail rates, to Atlantic ports and in this way serves to control transportation costs on grain.

The initial rate quoted on wheat from Buffalo to New York over new York state barge canal is 8 cents a bushel. Practically every company operating barges over the waterway is engaged in the grain carrying trade this season. The new 2,000,000 bushel

warehouses erected by the state at Gowanus Bay are ready to receive grain shipments. New warehouses also have been erected at Oswego, which materially increase the storage and elevating capacity of the port. About \$200,000 is being spent in improving smaller grain terminals and warehouses along the route of the canal.

The Superior Elevator Company has completed a one-story concrete building adjoining its terminal elevator to serve as a welfare hall for the elevator employees. It consists of a large, airy locker room, shower baths, dining hall and kitchen. J. C. Patchell, well-known lake vessel chef, is in charge of the galley. A hot meal is served at noon every day and also at 6 o'clock in the evening when night work at the elevator is necessary. Riley E. Pratt is vice-president of the Superior Elevator Company.

T. W. Kennedy, general manager of the grain handling corporation of the Lake Carriers' Association at the port of Buffalo, has announced these appointments for the season:

No. 1 division—Timothy Harmon, general foreman; James Keefe, James Naughton, Thomas Naughton, Maurice Griffin, foreman; John Sullivan, emergency foreman; Dennis Cary, timekeeper.

No. 2 division—Thomas Goggin, general foreman; Jeremiah Regan, Michael Murphy, John Duell, Coleman Perkins, and William O'Connor, foreman; Isaac Lampshier, emergency foreman; William Mack, timekeeper.

No. 2 division—Thomas Barrett, general foreman; Thomas Sheehan, Andrew Herring, Daniel Cavanaugh, James McNeerney, and Dennis Daley, foreman; Thomas Hempstock, emergency foreman; Patrick Sheehan, timekeeper.

Formal announcement is made that the American Elevator & Warehouse Company has taken over the property of the American Malt & Grain Company, for \$512,000. The new firm will operate the plant. G. W. Martin of Buffalo, will be manager. The property, upon which there is a modern grain elevator, is 453x489 feet on the south side of the Buffalo River east of Ohio Street.

George J. Grammer of the Eastern Grain, Mill & Elevator Corporation, has been elected a director of the Ellicott Club of Buffalo, which proposes the erection of a modern clubhouse in McKinley Square.

Frank J. Sweeney, who for several years served as assistant traffic manager of the H-O Company in Buffalo, has been appointed assistant general passenger agent for the Wabash Railroad with headquarters in Chicago. He was a former deputy commissioner of parks and public buildings under Commissioner John F. Malone.

Grain tonnage is in fair demand at the head of Lake Superior and the prevailing rate to Buffalo and Lake Erie ports is 2¼ or 2½ cents. Grain carriers have been meeting with considerable delay at Port Colbourne this season. Early this month there were 16 boats at the elevators and many of them were delayed from 10 days to two weeks. The Welland Canal was blocked for two days on account of the wrecking of the Grand Trunk bridge so that the movement of grain from Port Colbourne to Montreal and the coast was delayed. The first down-bound grain boats arrived in Buffalo during the last week in April, which was somewhat later than usual. Corn Exchange officials have been notified that there was a reduction of a little over 6,000,000 bushels of all grains in elevators at the Canadian head of the lakes early this month. Wheat stocks alone were reduced 4,000,000.

Hay trade in the Buffalo market while quiet during the greater part of the month, continued steady with few price changes. The market has continued strong despite the little demand. Latest price quotations in the Buffalo market are: No. 1 on track, \$20@21; No. 2 on track, \$18@19; Mixed Clover, \$19@20; straw, rye, \$17@19 and straw, oats and wheat, \$16@18.

John Lane of Buffalo, formerly superintendent of the Mutual Elevator, has been appointed manager of the new state-owned grain elevator at Gowanus Bay, New York. He will assume his new duties June 1 under Charles L. Cadle, state superintendent of public works, who has supervision over the state waterway and all terminals including the Gowanus Bay Elevator. Mr. Lane will take with him from Buffalo about a dozen experienced grain elevator operators and will recruit the balance of his staff from New York and Brooklyn. For 24 years Mr. Lane was superintendent of the Mutual Elevator and for six years he was superintendent of the Great Northern Elevator at Buffalo. Mr. Lane has the congratulations and best wishes of the grain and elevator fraternity of Buffalo upon his designation.

The two new marine legs of the Mutual Elevator which were constructed during the winter to take the place of the two that were wrecked by the gale that swept the waterfront last fall, driving a big fleet of grain carriers upon the beach, were tried out

early this month. Elevator officials watched the operations in handling the cargo of the steamer *Theodore Wickwire*. The new units are 100 feet long or 15 feet longer than the old legs. They are of similar design and construction to the legs of the Concrete-Central Elevators. They have a new pusher which, with the additional length, enables them to reach farther into the hold of the boat. The shovel rigging is not the same as that in the old legs. It has steel cut geers and makes a positive clutch. The new shovels travel faster and make a quicker cleanup.

There has been a fair demand for all kinds of feeds in the Buffalo market during the past month. Price changes have been frequent but the general trend of the market has been steady. Latest prices in less than car lots are: Bran, \$31.50; standard middlings, \$31.50; flour middlings, \$35.50; red dog, \$38.50; cornmeal, coarse feed, \$33.50; cracked corn, \$33; hominy, white, \$30; gluten, \$40.50; cottonseed meal, 43 per cent, \$64; oilmeal, \$59; buckwheat 100 pounds, \$2.40; Milo No. 2, per 100 pounds, \$1.76.

Some improvement has been noted in the flour market in Buffalo during the last month. Prices have advanced from 50 to 75 cents per one-half cotton sacks and there is an increasing demand at the mills which are resuming operations on a larger scale. Latest price quotations in one-half cotton sacks, wholesale, are: Best patent, \$9.50; baker's patent, \$9.25; first clear, \$6.75; pastry, \$7.25; Graham, \$7.25; rye flour, white, \$6.75 and rye flour, dark, \$6.50.

INDIANAPOLIS

EARL BULLOCK - CORRESPONDENT

TELEGRAMS protesting against the removal of the Fifth Army Corps Area Headquarters from Ft. Benjamin Harrison to Columbus, Ohio, ordered this week from Harrison Hall, adjutant-general of the army, were sent May 10 by Joseph A. Kohler, president of the Indianapolis Board of Trade to John W. Weeks, Secretary of War, and to Senators New and Watson of Indiana. In support of the protests, four officers of the Board of Trade will confer with Secretary of War Weeks, the Indiana senators and the congressional representatives from the Indianapolis district, in Washington May 15 and 16. Those who will represent the Board of Trade will be Mr. Kebler, Edward B. Raub, national councillor of the Chamber of Commerce of the United States, Harvey Mullins, vice president of the Board of Trade and William H. Howard, secretary.

Mr. Howard said the Board is vitally interested in any movement concerning the headquarters of this corps area, which comprises, Indiana, Kentucky, Ohio and West Virginia. He said the pay roll for headquarters of this area amounts to more than \$700,000 annually. "This is excellent business for Indianapolis," Mr. Howard said. "It is the kind of business we want to keep here and the Board of Trade will bring all pressure possible to bear."

Word was received here by officials of the Board of Trade May 10 that sparks from a passing train the night previous set fire to the elevator of the Farmers' Union Elevator Company at Carlisle, Ind., and burned it to the ground. The loss is partially covered by insurance.

Operators of the United States Grain Growers, Inc., in Indiana and parts of adjoining states will be directed hereafter from the Indianapolis headquarters according to T. I. Farris, district organizer in Indiana. "There are 27 organizers soliciting membership in the state. Hereafter settlement with these solicitors will be made and their operations will be directed by Mr. Farris. He claims more than 1,300 grain growers in Indiana have joined within the last four weeks. He says the purpose is to find ways of getting the grain raised to the markets in the shortest time and at the least expense."

The Newton Busenbark Grain Company has leased the elevator at Waveland, Ind., from Smith & Stewart, owners. The company, operates a string of elevators throughout the western counties of the state.

The Dale Milling Company, of Evansville, has purchased a feed store in that city and will use it as a retail establishment for its products. The store will be known as the Schaff Flour and Feed Store. Willard C. Schaff, formerly with the Bradstreet Company in Evansville, will assume management. He went to Evansville from Dale some years ago.

Word was received recently from Santa Anna, Calif., of the death of Benjamin B. Minor, grain merchant and resident of Indianapolis for 35 years. Mr. Minor left Indianapolis for California a year ago with his daughter and since then has resided in that state. He was 80 years old at the time of his death.

Mr. Minor joined the Indianapolis Board of Trade in 1888, when he opened offices in the Board of Trade building under the firm name of Minor & Cooper. He was a member of the Governing Committee of the Board for 20 years. He is survived by two daughters and three sons.

Warren H. Simmons, 65 years old, manager of the Indianapolis branch of the Bemis Bro. Bag Co., of St. Louis, Mo., and third vice president of the concern, died suddenly at his home here April 16. Heart disease was given as the cause. He had returned from Chicago three days before, where he attended the annual managers' conference. He was master of ceremonies at a banquet which closed the meeting. Friends say he apparently was in good health and high spirits until the afternoon of his death.

Mr. Simmons came to Indianapolis in 1900 from Webster, Mo., to open the local branch. He had been connected with the concern 45 years. He became prominent at once in civic affairs here and was identified almost with every civic organization in the city. He was born in Yonkers, N. Y. He is survived by his widow, one son and a daughter. The sympathy of the trade is extended to his family in their bereavement.

For the purpose of doing a general grain business, the Roanoke Elevator Company has been organized at Roanoke, Ind., with a capital stock of \$10,000. The directors of the company are: James Fandirigan, Bruce Ferguson and J. D. Keener.

The Whitelock Milling Company will begin the erection soon of a 10,000-bushel elevator at Petersburg, on the Big Four Railroad, where the company's big elevator was destroyed by fire more than a year ago. The building when completed will cost approximately \$20,000.

A receiver for the Thorntown Grain Company, Thorntown, Ind., a co-operative organization is asked in a suit filed recently in the Boone Circuit Court. Nine of the stockholders allege that the company is insolvent or in imminent danger of becoming so. Two notes, one for \$12,000, held by the State Bank of Thorntown and one for \$15,000, held by a man named Rickhoff, Lima, Ohio, soon become due and the plaintiffs aver a receivership is the only way they can be met.

NEW YORK

C. K. TRAFTON - CORRESPONDENT

IN ACCORDANCE with the annual custom, the members of the New York Produce Exchange held a meeting late in April for the purpose of electing a Nominating Committee to select candidates to be voted on at the annual election in June. The following were selected to act as a Nominating Committee: Harry W. Gladwin, Wm. Rogers, T. Sloan Young, J. F. Ince, Albert F. Janss, August Elbert, A. L. Snow, T. Harry Story, B. R. Hayward.

As a result of this Committee's deliberations the following ticket was announced: For president, George Rossen, steamships; for vice-president, Philatus H. Holt, flour; for treasurer, E. R. Carhart, banker. For members of the Board of Managers: Richard L. Sweet, flour; Franklin A. Ryan, steamships; Watson S. Moore, grain; Henry Leverich, grain; Philip S. Arthur, provisions; T. Sloan Young, oil products. For Trustee of the Gratiuity Fund, Alfred Romer, flour.

At a meeting of the Board of Managers of the New York Produce Exchange, held early in May, the resignation of Lester B. Howe as secretary of the Exchange was accepted to take effect June 1. In recognition of his many years of service Mr. Howe was then appointed secretary emeritus with salary. Mr. Howe, who is 76 years old, has been with the Exchange for 43 years, having entered the service on April 16, 1879. In March 1883, he was appointed assistant superintendent; becoming superintendent in March, 1887. He served 20 years in that capacity, being appointed secretary in June, 1907. Shortly after Mr. Howe's resignation was accepted the members of the Exchange were pained to hear that his wife had died from the effects of a stroke of paralysis to which she had been subject for a long period.

John W. Snyder of the Hammond & Snyder Company, Inc., one of the oldest grain firms in Baltimore, is an applicant for membership in the New York Produce Exchange.

Among the recent visitors on the New York Exchange were the following well known members of the Chicago Board of Trade: Frank S. Cowgill, a member of the firm of Bartlett Frazier Co.; Frank L. Carey, president of the Nye Jenks Grain Company; Lester N. Perrin, vice-president of the same company; John Weinand, a partner in the firm of E. F.

Leland & Co.; J. C. Murray of the Quaker Oats Company; A. R. Frank, a member of the firm of E. Lowitz & Co.; Frank G. Ely, oats specialist; Charles H. Robertson of Dean, Onativia & Co.; W. F. Blakeslee, grain and commission.

Following the resignation of Lester B. Howe as secretary of the Produce Exchange, the Board of Managers proceeded to the selection of his successor. It was announced that W. C. Rossman had been appointed, to take effect June 1, and this was considered decidedly fitting and appropriate as Mr. Rossman has held the position of assistant secretary of the Exchange for 16 years.

J. Carroll Fahey has been elected to membership in the New York Produce Exchange, where he will handle export grain business for Wm. H. Muller & Co., Inc. Mr. Fahey has been well known to members of the grain trade in this and other markets for many years, having been associated with the old Baltimore grain firm of John T. Fahey & Co.

Other applicants elected to membership in the Produce Exchange this month were: Peter Doyno and Edgerton Merrill of the Chesapeake Export Company, Inc.; E. R. Ortner of Sanday & Co., grain merchants; and Joseph Wilkins, grain dealer.

Edwin T. Stanard of the Stanard-Tilton Milling Company of St. Louis, Mo., has applied for membership in the New York Produce Exchange. This action was evidently taken because of the recent death of Nelson S. Munger, who acted as local representative of that milling company for many years.

Henry S. Levy of Henry S. Levy & Son, flour dealers, is an applicant for membership in the Produce Exchange.

Wm. H. Martin, well known to members of the grain trade in all markets as a member of the prominent Chicago firm of Bartlett Frazier Company, was on the Produce Exchange floor for a short time in April. He was warmly welcomed and heartily congratulated upon his recovery from a serious attack of pleurisy and pneumonia, which has caused much anxiety among his many friends.

PHILADELPHIA

T. A. SIEBER - CORRESPONDENT

ACCORDING to the monthly reports of the statistician of the Commercial Exchange, the stock of grain in public warehouses in Philadelphia on May 1, was: 1,161,572 bushels wheat, 1,364,720 bushels corn and 100,874 bushels oats compared with 1,578,268 bushels wheat, 828,133 bushels corn and 171,380 bushels oats on April 1 and 585,088 bushels wheat, 551,681 bushels corn and 139,026 bushels oats on May 2, 1921. Receipts of grain at Philadelphia during the month of April, 1922 were: 1,031,595 bushels wheat, 2,629,918 bushels corn, 316,443 bushels oats, and 59,578 bushels rye. Exports from this port during the month of April, 1922, were: 624,649 bushels wheat, 2,066,906 bushels corn, 84,916 bushels oats and 144,101 bushels rye.

New memberships in the Commercial Exchange have been petitioned for during the past month by Boll & Caldwell, Samuel B. Millenson, The West Jersey & Seashore Railroad Company, Black Diamond Steamship Corporation, Commander Flour Company, and S. T. Yost.

C. Herbert Bell of the firm of Samuel Bell & Sons, flour merchants, has returned from a visit to Hot Springs, Va. Waldo O. Fehling, manager of the feed department of that company, and wife, has returned from a three weeks' trip to Bermuda.

R. A. Schuster, representing Rosenbaum Bros., grain shippers of Chicago, visited connections in Philadelphia, recently.

W. A. H. Van Peski, grain importer of Rotterdam, Holland, was visiting the United States during the month and made a short stay with grain merchants on 'Change.

David Robb, aged 73 years, died at his home in Pittsburgh, Pa., recently. He was engaged in the feed and grain business there for 40 years. A widow and two children survive him.

H. G. Bolton, representing the American Milling Company, Peoria, Ill., visited the Philadelphia office of the company in the Bourse about a week ago.

According to the Bureau of Markets and Crop Estimates of the Department of Agriculture, the condition of Winter wheat in Philadelphia on May 1 was 93 per cent of a normal compared with 95 per cent of a normal on May 1, 1921, with a 10-year aver-

age of 89 per cent, forecasting a yield as of May 1, 1922 of 25,612,000 bushels as compared with the estimate for 1921 of 23,625,000 bushels. The percentage of acreage abandoned was 2 per cent and the acreage remaining to be harvested is 1,377,000 acres.

William H. Oldach and Charles S. Geisinger have been elected to membership in the Commercial Exchange.

The Spotswood Grain Company's elevator at Spotswood, N. J., was recently destroyed by fire, entailing a loss which is estimated at \$30,000.

M. Blum, representing M. Blum & Co., grain merchants, Chicago, Ill., was a recent visitor on the Commercial Exchange floor in the Bourse.

George W. Street, an Omaha, Neb., grain shipper, recently visited grain merchants in the Philadelphia market.

The new fireproof constructed building of the Carnegie Feed & Supply Company of Carnegie, Pa. is now ready for occupancy. The loading and unloading facilities are of the most modern and up-to-date type.

J. A. Clark, feed and grain dealer of Pittsburgh, Pa., having had a severe attack of pneumonia, is now convalescing at his home.

B. W. Sheakley recently became engaged in the flour and grain brokerage business at Butler, Pa., having formerly been in the same business at Pittsburgh, Pa.

Ren Martin is now at the head of the Union Feed & Grain Company of Uniontown, Pa., having formerly been connected with the firm of Herb Brothers & Martin, flour and grain dealers.

The United Farmers' Association recently purchased the warehouse and site of the Hanover Milling Company, Hanover, Pa., which adjoins the Pennsylvania Railroad. The purchase price amounted to \$12,000.

C. Herbert Bell of the Philadelphia flour firm of Samuel Bell & Sons, gave a planked shad dinner to the employees of that firm and of the Quaker City Flour Mills on May 14 at Morris Junction, N. J. The dinner is an annual affair and the subject of a speech given was "Co-operation of Employees."

John S. W. Holton has been elected chairman of the Joint Executive Committee on Improvement of the Delaware and Schuylkill Rivers, succeeding the late Walter F. Hagar. Emil P. Albrecht, president of the Philadelphia Bourse, was chosen vice chairman.

P. F. Bard, has sold his grist mill at Port Allegheny, Pa., to A. L. Merrell. Mr. Merrell formerly traveled for the Stanford Seed Company of Buffalo, N. Y. for seven years, doing a large amount of their buying during that time.

The number of cars unloaded at the Girard Point Elevator during the month of April, 1922, was: 341 wheat, 814 corn, 12 oats and 16 rye. At Port Richmond Elevator the number of cars unloaded was: 220 wheat, 844 corn, 33 oats and 16 rye. At the Twentieth Street Elevator the number of cars unloaded was: 12 corn, 19 oats, 2 rye and 1 Kaffir-corn.

Ross Eby, aged 48 years, of the grain and feed firm of Levan & Boyd Company of Philadelphia and Lancaster, Pa., died recently at his home in Lancaster. He was for many years of the firm of Jonas F. Eby & Son, which business was taken over by Levan & Boyd Company upon the death of B. Frank Eby, head of the firm. Interment was made at Carlisle, Pa.

The National Hay Association grades for hay and straw, as revised, August 24, 1921, having been adopted at a recent meeting of the Hay & Straw Trade and ratified by the Board of Directors of the Commercial Exchange, will, in accordance with the by-laws of the Exchange, be hereafter in force and binding upon the members.

The Commercial Exchange of Philadelphia has made extensive improvements on its floor. An addition has been made to the office of the traffic manager due to the increase of traffic business. An extension has also been made to the partition separating the Exchange floor from the Bourse floor on the east end and nine private telephone booths have been installed which will be occupied by grain and feed merchants. The woodwork is of mahogany and the cost of the work will be about \$3,000.

The first actual contribution to the campaign for the country-wide realization of the advantages of shipping through the Port of Philadelphia was recently made by the Commercial Exchange. The appropriation of \$2,500 was voted by the Board of Directors, which was followed by an appropriation of \$1,000 by the Philadelphia Board of Trade. It is planned

to raise \$75,000 for the Port of Philadelphia Ocean Traffic Bureau, of which it is expected the members will contribute \$25,000, an equal amount to be contributed by Philadelphia City Council and the remaining third is to be asked of the Pennsylvania state legislature.

William M. Richardson, president of the Philadelphia Export Company, exporters of grain and coal, who is also president of the Washington Baseball Club, has extended his scope of business to include vaudeville. A 10-year lease on the theater on the Garden Pier, Atlantic City, N. J., has been taken by the Progressive Amusement Company of which Mr. Richardson is president. The property will be completely renovated and the first show to be given will be Shubert's "Made in Philly."

The Board of Directors of the Pennsylvania System have appropriated \$165,000 for new grain floating equipment for the Port of Philadelphia. The new equipment will consist of a floating grain elevator with a delivering capacity of about 12,000 to 15,000 bushels an hour and three barges with a capacity of 40,000 to 50,000 bushels. The contract will probably be awarded to a Philadelphia concern and the officials of the Pennsylvania expect to have the floater and barges ready for use by the end of summer. The present floating equipment is most inadequate for the handling of grain, some of the barges being about 25 to 30 years old and it is expected the new equipment will facilitate the loading of vessels with grain at this port to a great extent.

TOLEDO

C. O. BARNHOUSE - CORRESPONDENT

THE cash grain trade is very light, even for this season of the year, but when it is called to mind that the season is about three weeks behind schedule, giving farmers all they can do in an endeavor, in a measure at least, to catch up with their work, while country elevators are almost entirely shipped out, it is small wonder that matters are quiet at a terminal market. Demand for wheat from interior mills woke up again this week and several moderate sized round lots were worked, a larger quantity than has been taken for several weeks. Toledo stocks of all grades of wheat in all positions amounts to 705,000 bushels, against 365,000 a year ago. Corn stocks are 193,000 bushels, against 235,000 a year ago. Oats stocks, 415,000 bushels, against 432,000 last year and rye stocks 25,000 bushels, against 13,000 a year ago. A rumor emanated from Chicago last week that a cargo of wheat was being shipped from Toledo to Chicago for delivery on May contracts, but inquiry at this end failed to elicit any information on the subject and the rumor could not be confirmed. The spring field seed season wound up about two weeks later than usual with Red Clover stocks well cleaned up, and a big hole made in the Timothy holdings, but stocks of Alsike are still considerable, owing mostly to the indifferent shipping demand prevailing this spring.

W. W. Cummings, of J. F. Zahm & Co., Chas. Keilholtz, of Southworth & Co., and R. S. Burge, of the S. W. Flower Company, accompanied the Chamber of Commerce trade trip which left Toledo, May 9 for a tour of southern and central Michigan, returning May 11. Luncheon was had at Jackson the first day out and the night was spent at Grand Rapids, the party taking luncheon the second day at Alma, and spending the night at Saginaw and lunching the third day at Bay City from which point they returned to Toledo. The party traveled by special train and was accompanied by Fred Lower's Band. Mr. Cummings states that the growing wheat crop in northwestern Ohio, northern Indiana and southern Michigan, judging from appearances, leaves nothing to be wished for, and the promise is for almost a full crop.

The following officers were recently elected by the Toledo Transportation Club: President, T. H. Hervey; first vice-president, G. E. Husted; second vice-president, L. H. Baughman; secretary, W. J. Chisholm; treasurer, J. E. Rheiner; members Executive Board, W. O. Holst, Walter Blank and C. F. Cassidy. In honor of Retiring President Holst a complimentary dinner will be given soon. A special committee is working out arrangements for the annual outing at Cedar Point in June.

The Ohio Co-operative Managers Club held its first annual meeting on May 9 at the Toledo Chamber of Commerce with an all day session, closing with a banquet in the evening as guests of the Toledo Produce Exchange. Kent Keilholtz, Fred Mayer and Harry De Vore, of the Produce Exchange, Calhoun Cannon, supervisor of inspection, Rush Croninger, president of the Ohio Farmers Grain Dealers Association and Murray Lincoln, secretary of the Ohio Farm Bureau Federation, and others were on

the program for addresses. L. J. Ducat of Bowling Green was elected president; Chas. Garster of Fayette, vice-president and D. J. Lloyd of Waterville, secretary-treasurer. Methods of marketing and of dealing with farmers and millers were discussed. There was a large attendance of managers at the meeting and several members of the Produce Exchange joined them in the banquet.

The broadcasting of market quotations by radio from WHA, the Wm. B. Duck Company's transmitting station here, was instituted Thursday forenoon. This is the fruit of a movement initiated by the Marketing Committee of the Toledo Produce Exchange, several weeks ago. Some time was consumed in getting a sender's license, also permission from the Department of Agriculture to send out market reports. A movement is on foot to have each sending station operate with a different wave length and if permission can be obtained from the Department of Commerce to do this the receiving station will be able to tune in whatever sending station he desires to be in communication with and eliminate the confusion resulting at present from receiving from several stations at the same time.

Traffic Commissioner L. G. Macomber, of the Produce Exchange went to Nashville, Tenn., where he attended a hearing before the Interstate Commerce Commission relating to flour rates to southeastern points. From there he went to Chicago where he attended a meeting of the Industrial Traffic League.

David Anderson, president of the National Milling Company and Fred Mayer, of J. F. Zahm & Co., returned about May 1 from a 10-day vacation at French Lick, Ind. Mr. Anderson was the victim of a spider bite while away and has been confined to his home ever since his return. He is improving nicely and expects to be able to be at the office in the course of a few more days.

Mr. and Mrs. K. D. Keilholtz have just returned from a two weeks' trip to Atlantic City, N. J., and other eastern points.

The hand of death came near two members of the Toledo Exchange when A. W. McIntyre, father-in-law of Fred Jaeger, and William Hardee, father-in-law of John C. Husted, passed away.

A new quotation board was installed on the Exchange floor to replace the old one which was getting pretty well worn. The new board is painted an olive green color and has a better arrangement of spaces and typing than the former one.

Among recent visitors to the Exchange were the following: J. M. Adam, of Chicago; C. J. Bryant, of La Fayette, Ind.; V. H. Church, Lansing, Mich.; John Coop, Detroit; Horace Conklin, Birmingham, N. Y.; J. L. Cruikshank, Fostoria; John Dirk, Weston; C. A. Hiegel, Leipsic; Edwin Phillips, New York; O. E. Richardson, Celina; Duke Van Ness, Chicago; A. T. Ward, Fostoria and C. J. West, Columbus.

GRAIN NEWS FROM BOSTON

BY L. C. BREED

The annual meeting of the Chamber of Commerce will be held on Tuesday, May 16. Among the matters to receive attention is the election of directors. The names of nominees recommended by the Nominating Committee elected by the members at the April meeting, have been posted.

As the result of an investigation here to find what merchandise the grocer buys for each dollar spent, it was found that of the grocery stores visited that second on the list is bread and flour.

A sub-committee of the U. S. Shipping Board recently held meetings to ascertain the views of maritime and commercial interests regarding the effect on the part of Section 28 of Merchants and Marine Acts of 1920, which would prohibit railroads from making preferential rates with foreign steamship companies when adequate American tonnage is available. With the inequality of grain rates removed and a grain elevator at South Boston, provided with proper facilities for loading bulk cargoes the situation would be much improved. Opinions as to the adequacy of the American ship facilities differed with about an equal number of speakers on each side. The present grain elevators have a joint full storage capacity of not quite 2,500,000 bushels and they are equipped with excellent facilities for handling grain.

At a recent meeting Mayor Curley, who is actively interested in booming the port, declared that the grain dealers in the Central West are willing to erect in Boston a grain elevator, with a capacity of 3,000,000 bushels, provided the necessary co-operation can be secured in this section. The location proposed is the Army Base at South Boston, which is now comparatively idle. It has a mile of berthing space and 35 feet of water at mean low water.

It is reported that competition grain shipments at present is exceedingly keen between the various trans-

Atlantic steamship companies operating from North Atlantic ports, following the action of the conference lines in making the grain rate open. It is understood that the prevailing rate of one shilling six pence per quarter of 480 pounds for grain from Boston is quite unsatisfactory and in one instance at least, a steamer carried several hundred tons of coal for bunker and stiffening purposes rather than take grain at the low rate. Steamer *Sachem* of the Furness Line, recently booked and loaded 80,000 bushels of grain. The American steamship *Surico* recently loaded 300 tons of grain while bound from New York for Riga and Reval with food and relief supplies for Russia. For some time past, the movement of grain for export through Boston has been quite large.

Recently at a hearing in New York, the rate percentage granted New England railroads by the Interstate Commerce Commission was assailed by the trunk lines east of the Mississippi when they argued for a preliminary injunction before Federal Judges Mayer, Manton and Hough. The trunk lines claimed that a percentage of 15 for the New England lines on through rates is discriminating and ought to restrain the roads from using them. Former director Walter D. Hines, argued in defense and stated that the commission which he represented would stand on the Transportation Act of 1920 as its authority to make the contested division of rates.

At a recent meeting, Congressman W. W. Chalmers argued before the members in favor of the St. Lawrence Waterways project, and State Senator Leonard H. Gibbs from Buffalo, spoke in opposition. Senator Gibbs stated that, in his opinion, the benefits to be derived will not offset the outlay of the nation's money.

NEWS FROM NORTHERN OHIO

BY T. J. CUNNINGHAM

Unless Congress passes a tariff law giving linseed companies protection, plants like the Toledo Seed & Oil Company will have to shut down, according to G. A. Vranenburg, vice-president of that company.

C. J. West, agricultural statistician of the state-Federal crop reporting service, says that the condition of wheat in Ohio is generally good and estimates it at 87 per cent. Last year's estimate, he declared, was practically the same as this year's and was followed by a decided improvement and then by a marked decline.

St. Mary's district reports the latest oats sowing in many years.

Charles George, bookkeeper at the Hoytville Elevator, has resigned and gone to Toledo.

There is practically no Hessian fly in Ohio wheat this year, according to T. H. Parks, extension entomologist of the Ohio State University. No fly damage is expected in any Ohio county. The farmers are given credit for this condition. It is claimed they worked through their county agents and farm bureau organizations for general observance of "safe-sowing" dates, and observation of such seeding dates in the fall of 1920 cut fly infestation in Ohio from the 44 per cent, that had so greatly reduced the crop that year, to 15 per cent last year. Spring surveys this year show infestation to be below 5 per cent. It is further claimed that, with proper precautions, Hessian fly will not menace the wheat crop for several years to come.

It is estimated that five times the amount of certified seed potatoes imported last year have been sold in Ohio this year for spring planting.

Farmers in the vicinity of North Baltimore are very optimistic over the crop outlook this season. Last year, this section was badly hit, there being few good crops within a radius of five miles.

The Farmers' Co-operative Elevator Company, Fayette, Ohio, has sold out to A. Aungst & Co., of that place.

Radio broadcasting of market reports and conditions by the Ohio Division of Markets, from the chief market centers of the country, started in a limited way, April 24, through the co-operation of the RKE-Kumler Company, Dayton, which has a Government licensed station. A 485 meter wave length was used. Stations in other parts of the state are to be established.

It was announced at Columbus, April 24, that the Ohio Farm Bureau Federation, the Ohio State Grange and the Farmers Grain Dealers Association of Ohio had undertaken the financing of a state co-operative grain sales agency, with the terminal at the Union Co-operative Elevator at Cleveland. The amount of money to be raised for the project is \$200,000, of which \$133,000 will be paid for the plant in Cleveland, the balance to be used for capitalizing the business. It was stated by Murray D. Lincoln, secretary of the Farm Bureau Federation, that part of

the Ohio farmers are consumers of grain rather than producers, and that in Pennsylvania, New York and the New England States dozens of co-operative associations are willing and anxious to buy grain from producing farmers.

Bennett Milling Company, of Grafton, which was placed in the hands of a receiver several months ago, was sold at auction recently in Common Pleas Court for \$77,500. The plant, appraised at \$215,000, was bought by L. C. Chase, Lockport, N. Y.

Officials of the Great Lakes Towing Company report that ship owners are going slowly with fitting out their boats this year. Very few of the 404 freighters that were laid up for the winter in Toledo have been put in shape so far this season.

Co-operative stores in Ohio have proved a disappointment, because they have not been managed efficiently, according to Z. B. Wallin, of Ohio State University. "More money can be made by the manager in operating a business of his own, and the savings to the farmer are relatively small, considering the quality of the service given," Prof. Wallin said.

D. C. Mathews has been appointed manager of the elevator at Huron, Ohio.

Reports from Marysville indicate that heavy rains have greatly damaged the wheat crop in Union County.

C. J. Willard, of Ohio State University, declares that at the present rate of growth, the wheat crop will produce as great an amount of straw as in 1919, and a small amount of grain.

The writer received a letter from his brother who is an engineer on the lake steamer *Yates*. The letter was dated on Lake Superior, April 27, and stated that they were downward bound from Superior to Buffalo with a cargo of wheat. It further went on to say that on the trip up they had encountered 20 miles of ice in Whitefish Bay, which had been blown in and solidly packed by a north-west gale. The ice ranged in thickness from 2 to 6 feet, and for four days his ship, together with 30 others, worked from daylight until dark each day trying to force a passage through this ice. In that length of time they had progressed about six miles when the wind shifted to the southeast and in less than an hour's time the ice was moving out and they were easily able to proceed on their way. What the combined 50,000 horsepower of the boats was unable to do in four days, the wind easily did in an hour's time. He also reported honeycombed and rotten ice extending for 10 miles out from Duluth, and that he had passed through a thin coating of ice on Lake Superior on the night of April 26.

Farmers are being advised by C. J. Willard, of Ohio State University, to substitute corn, soybeans and Sudan grass for oats where wet weather has prevented sowing. He does not think that corn acreage will be increased to any extent, because of the low price and the larger amount of labor required in its production.

April was the best business month the Prout's Station Elevator has had for eight years, according to Louis Stautzenberger, manager. A similar condition is reported by managers of Avery and Castalia elevators.

According to a report issued by C. J. West, state-federal agricultural statistician on May 2, more than one-third of the intended acreage of oats has been sown. The condition of wheat still stands at around 85 per cent, with very few abandoned fields, he said. Spring plowing was about half done at that date.

Report from Hancock County indicate that corn planting will include a much larger acreage than usual, due to the failure to get out oats on account of wet weather.

In spite of the coal strike, coal is coming from the mines of southern Ohio and West Virginia in large quantities. Most of it is being moved to upper lake ports by boat. A night shift has been put on at the Pennsylvania railroad coal docks, at Sandusky.

The wheat crop in this vicinity is looking very fine, for the moment. To the north and west, it is especially good; but south and east there is more evidence of damage through wet weather. In many of the low spots it is drowned out altogether. There is a good acreage out here, and taken as a whole, the outlook for a big crop of wheat here is extremely good.

During the recent short spell of fair weather, the farmers worked every minute to get out their oats, the sowing of which had been badly delayed by the wet condition of the ground. It would now appear as though a fair acreage had been sown—at least something more than 75 per cent or normal. Already, many

fields are up from one to two inches, and growing nicely. The warm showers of the last few days have come at a very opportune time for this particular crop.

On the other hand, these copious showers have seriously interfered with the planting of the corn crop. About a third of this crop has been planted, and that, of course, will be greatly benefited by the rains; but it will be several days before any more planting or plowing can be done here.

Grass has been somewhat backward here for this time of year, but these warm rains have given this crop a wonderful impetus, and it is now coming along nicely.

* * *

Heinle, Likens and Monnette, operators of the elevator at Tobias, are facing a rather unique situation with regard to their telephone service. For some time they have had a telephone in their office, installed by the Caledonia Telephone Company. They now find that their business requires a Marion County Telephone Company's phone, as well; but neither company will permit the use of its phone while that of the other company remains connected. In their difficulty, the elevator company has applied to the state Public Utilities Commission for assistance.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for April:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1922	1921	1922	1921
Flour, bbls...	76,739	124,111	29,848	71,294
Wheat, bus...	339,767	1,451,440	581,017	1,892,129
Corn, bus....	3,819,851	850,749	5,947,317	3,031,427
Oats, bus....	199,671	255,787	180,000	280,545
Rye, bus....	2,337,416	1,366,211	2,473,504	2,105,534
Barley, bus...	69,525	82,085	109,319	96,632
Malt, bus....	22,588	3,988		
Buckwheat ..				
Hay, tons....	912	1,081		
Straw, tons...	111	96		
Mill F'd.tons.	1,195	991		

CAIRO—Reported by Mike Shanahan, chief grain inspector and weighmaster of the Board of Trade:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...		335,492		216,826
Corn, bus...	41,029	92,225	36,048	80,731
Oats, bus....	1,005,921	1,156,913	1,155,671	1,219,406

CHICAGO—Reported by John R. Mauff, secretary of the Board of Trade:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	2,203,000	1,311,000	1,170,000	1,639,000
Corn, bus....	5,482,000	4,863,000	6,268,000	6,469,000
Oats, bus....	3,734,000	4,269,000	5,071,000	5,192,000
Barley, bus...	327,000	595,000	207,000	329,000
Rye, bus....	115,000	123,000	46,000	131,000
Timothy seed, lbs.	780,000	2,601,000	2,129,000	2,708,000
Clover seed, lbs.	1,009,000	1,570,000	1,030,000	1,594,000
Other Grass Seed, lbs.	1,039,000	1,144,000	1,552,000	2,396,000
Flax Seed, bus.	36,000	18,000	2,000	22,000
Hay, tons...	11,277	11,455	1,316	1,391
Flour, bbls...	51,025	60,450	407,225	309,075

CINCINNATI—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	296,400	266,400	238,800	211,200
Shelled Corn, bus.	164,400	379,200	199,200	200,400
Oats, bus...	278,000	508,000	128,000	294,000
Barley, bus...	1,300			
Rye, bus....	16,800	21,600	24,000	27,600
Ear Corn, bus.	36,800	14,400		
Hay, tons...	7,491	9,526		
Feed, tons...	1,890	810		

CLEVELAND—Reported by F. H. Baer, traffic commissioner of the Chamber of Commerce:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	19,230	177,956	1,644	293,177
Corn, bus....	148,117	248,887	50,234	85,577
Lake Oats, bus....	197,704	377,895	32,961	39,649
Barley, bus...	3,378	9,255		
Rye, bus....	2,369	3,230		
Hay, tons...	2,032			

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	123,500	206,700	78,000	128,700
Corn, bus....	790,400	842,800	327,600	646,800
Oats, bus....	627,000	1,034,000	416,000	1,220,000
Rye, bus....	33,600	36,400	1,400	29,400
Flour, bbls. (output) ..	38,578	34,614		

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	1,655,914	2,768,222	558,714	3,302,400
Bonded Wheat, bus.	8,833		34,552	
Corn, bus....	449,081	187,774	468,086	897,121
Oats, bus....	2,016	190,345	2,016	10,009
Barley, bus...	137,738	97,859	3,120	26,523
Bonded Barley, bus...	1,723			
Rye, bus....	702,382	764,973	644,977	779,761
Flax Seed, bus.	42,775	144,282	48,649	154,315
Bonded Flax, bus.	95,349			

FOET WILLIAM, ONT.—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	6,128,459	3,740,744	10,672,457	9,024,542
Corn, bus....	4,046	52,682	4,046	57,148
Oats, bus....	3,265,147	6,059,758	4,408,653	4,826,738
Barley, bus...	669,888	1,022,499	1,152,170	1,395,036
Rye, bus....	176,053	101,672	763,730	142,301
Flax Seed, bus.	79,240	489,096	133,788	521,728
Mixed Grain, lbs.	845,670	2,368,220	1,735,730	471,860

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	3,705,750	6,863,400	4,240,350	6,318,000
Corn, bus....	1,172,500	638,750	575,000	651,250
Oats, bus....	243,100	181,900	328,500	394,500
Barley, bus...	94,500	61,500	83,200	97,500
Rye, bus....	11,000	25,300	38,500	14,300
Kaffir Corn, bus.	312,400	287,100	185,000	267,000
Hay, tons...	22,332	15,300	5,424	6,852
Flour, bbls...	51,025	60,450	407,225	309,075

LOS ANGELES—Reported by M. D. Thiebaud, secretary of the Grain Exchange:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, car-load	166	115		
Corn, carload	56	71		
Oats, carload	11	6		
Barley, car-load	113	76		
Flour, carload	131	166		

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	106,400	149,850	96,433	143,191
Corn, bus....	1,108,520	708,180	2,925,528	1,530,230
Oats, bus....	846,000	446,625	1,433,925	710,395
Barley, bus...	505,600	663,660	212,200	647,805
Rye, bus....	162,725	209,850	182,180	165,168
Timothy Seed, lbs.	231,415	345,696	1,075,101	432,160
Clover Seed, lbs.	226,606	145,798	1,434,618	1,114,562
Flax Seed, bus.	21,425	44,170	21,073	
Feed, tons...	3,850	1,470	23,319	15,590
Hay, tons...	1,176	1,392	1,526	168
Flour, bbls...	105,460	127,590	80,720	171,450

MINNEAPOLIS—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	4,723,060	7,329,690	1,912,300	4,032,110
Corn, bus....	651,020	467,090	640,830	537,450
Oats, bus....	1,191,090	574,250	2,699,750	1,067,540
Barley, bus...	690,380	602,820	676,920	855,280
Rye, bus....	157,900	202,300	493,460	246,810
Flax Seed, bus.	208,180	432,650	51,780	102,510
Hay, tons...	2,056	1,722	946	282
Flour, bbls...	78,682	98,200	1,060,577	1,264,819

MONTREAL, QUEBEC—Reported by J. Stanley Cook, secretary of the Board of Trade:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	334,273	356,743		
Corn, bus....		4,320		
Oats, bus....	99,568	268,174		
Barley, bus...	55,711	94,244		
Rye, bus....	1,853			
Flax Seed, bus.	6,856	18,455		
Hay, bales...	33,143	34,848		
Flour, sacks...	43,711	70,976		

NEW ORLEANS—Reported by G. S. Colby, chief grain inspector and weighmaster of the Board of Trade:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...		929,244	7,009,253	
Corn, bus....		2,110,925	1,065,514	
Oats, bus....		33,130	56,360	
Barley, bus...		11,350	26,256	
Rye, bus....		188,571	165,714	

NEW YORK—Reported by H. Heinzer, statistician of the Produce Exchange:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	1,652,000	2,210,300	2,670,000	1,953,000
Corn, bus....	1,207,200	281,400	2,321,000	1,227,000
Oats, bus....	2,516,000	704,000	2,258,000	75,000
Barley, bus...	251,600	534,000	291,000	291,000
Rye, bus....	582,400	137,200	965,000	540,000
Timothy Seed, lbs.				689
Clover Seed, bags	500		983	683
Flax Seed, bus.		1,343,961		
Hay, tons...	6,807	6,660		240
Flour, bbls...	830,559	1,260,000	715,000	793,000

OMAHA—Reported by F. P. Manchester, secretary of the Grain Exchange:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	1,296,400	1,764,000	1,731,800	2,008,800
Corn, bus....	1,953,000	1,139,600	2,388,400	1,759,800
Oats, bus....	562,000	312,000	794,000	378,000
Barley, bus...	56,000	41,400	44,800	41,400
Rye, bus....	138,600	44,000	109,200	57,200

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	75,600	71,123	73,200	48,000
Corn, bus....	1,075,950	649,250	558,800	491,750
Oats, bus....	778,570	578,350	968,500	435,600
Barley, bus...	28,000	19,600	14,000	29,400
Rye, bus....	2,400	21,876	4,800	18,000
Mill Feed, tons	10,730	6,500	16,650	9,500
Hay, tons...	1,210	520	410	170
Flour, bbls...	198,300	183,400	183,600	215,600

PHILADELPHIA—Reported by S. S. Daniels, secretary of the Commercial Exchange:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus...	1,031,595	1,897,391	624,649	1,542,868
Corn, bus....	2,629,918	432,363	2,066,906	1,098,743
Oats, bus....	316,443	140,059	84,916	
Rye, bus....	59,578	82,498	144,101	
Flour, bbls...	200,252	181,290	26,719	41,504

PORTLAND, MAINE—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus.	121,107	1,524,149	1,018,650	1,692,611
Corn, bus.	91,177		205,801	
Oats, bus.	42,993	453,802	470,274	475,016
Barley, bus.	45,965	31,128	361,336	251,070
Rye, bus.		19,865		178,611

ASSOCIATIONS

MISSOURI DEALERS MEET

The eighth annual convention of the Missouri Grain Dealers Association was called to order at the Planters Hotel, St. Louis, on the afternoon of Wednesday, April 19, 1922, at 2:00 o'clock. President Meinershagen opened the meeting, followed by an invocation by Rev. Holt.

George V. Powell, president of the St. Louis Merchants Exchange, gave the address of welcome and offered the dealers present the hospitality of the Merchants Exchange during their visit to St. Louis. He talked of the necessity of fighting unfair legislation, also on the present marketing system. He spoke of the readiness of 40,000 farmers to subscribe to the fantastic doctrines of the U. S. Grain Growers. He brought his address to a close by speaking of the improvement of general business and the optimistic outlook for the future.

The response was made by A. H. Meinershagen as follows:

PRESIDENT'S ADDRESS

There is a welcome to places that are strange and there is a welcome home which is more congenial



PRESIDENT A. H. MEINERSHAGEN

and savors less formality. President Powell has bid us to tarry for a few days in a city having a dominant interest in common with each member of the Missouri Grain Dealers Association.

Every business day of the year, every Missouri grain dealer who trades in grain keeps open his window to St. Louis. The trading in your market so reflects the play of the forces of supply and demand for Soft Red Winter wheat that your market makes a price on this particular kind of wheat for the world. Yours is the master Soft wheat market, but even though you are so great and so busy and so conscious of your greatness, you do not fail to realize that around you are numerous little grain worlds and each of these little worlds is the center of another and similar group.

We can well apply to you the old and true saying, "A friend in need is a friend indeed." You have come to the rescue of our Association when in moral and financial need.

Each one of us came to mix with our business a little pleasure and each in his own way will find enjoyment. In order that you may help, you must be many things to all men and at the same time you are likely to be all things to many men. Some will probably say to you in a jovial and joking way, not meaning it in sincerity, that you have done us many times. Now we have come up here to do you and thank you for the privilege so freely extended.

An Educational Year

There has probably not been a year that the public has read as much about the economy of the present system of grain marketing as the past year. It has been an educational year, not only to the public, but also to many grain dealers, who on account of the agitators who have tried to make it appear that the grain exchanges were an unnecessary evil. But we are thankful that with a great deal of advertising and reasoning with the general public the minds of the consumers and the producers in general have been convinced that the present system of marketing grain is the most economical system of handling.

Your exchanges have won the admiration of the trade by the able and prudent manner in which you have conducted the defense of the present system of grain marketing. There is a great deal of selfishness in humanity, and grain dealers are just ordinary humans but the members of the Association will merge their own interest in consideration of the welfare of all the trade.

There never was a time when our country was more

in need of good common sense than just now. All grain organizations are doing all they can to get this country, which we all love so well, back home. We are meeting in this convention because we desire to learn all that is possible to learn in reference to the grain trade. We are willing and anxious to meet our neighbor dealers and confer with them regarding our business from which we both expect to earn our daily bread. The business world expects to do this and so does the farmer who grows the products which becomes our duty to buy and distribute to the best market attainable.

Our Association and all grain dealers' associations court publicity. They have nothing to hide, nothing is said that the public is not welcome to hear. Grain dealers have always asked only for a fair field and no favors and our motto is, "He profits most who serves best."

We are glad to be here, when we go you, too, may be glad, but in these two happy periods we hope to accomplish something that is worth while and that will stamp this convention as the greatest meeting ever held by the Missouri Grain Dealers Association.

SECRETARY BOYER'S REPORT

Secretary D. L. Boyer then read his report, which included the report of Treasurer W. W. Pollock:

The past year has been a very active one for our Association, and we have been confronted with problems which looked as if they were going to prove a menace to the organized grain trade, but we have passed through most of them without any damage. It now looks as if only a question of time until the propaganda of the agitators shall have run its course, and the logical and fair-minded man in any line of business will once again realize that the only sane way to conduct any business is on the basis of that time honored law of supply and demand.

It has been the custom of the grain and milling interests to ignore the slanderous attacks of unscrupulous agitators and politicians who seek self aggrandizement of playing upon the suspicions of the uninformed, but, gentlemen, we feel that we have been doing that too long and that it is up to the allied grain interests to take the stand and refute the constant propaganda that is being circulated against the legitimate grain dealer.

We not only have county agents going around cooking up all kinds of schemes to agitate the producers, but we also have men in Washington who are supposed to be broad-minded men who are openly supporting class legislation, or who are working hand in hand with the agitators to spread their poisonous falsehoods to the farmers so as to get a fertile field for their schemes which are of no benefit whatever to anyone except themselves.

During the past 18 months we have been confronted with some 15 or 20 bills in our state legislature and our National Congress which directly affected the grain and milling interests of this country. During that time we have had bills passed in the Missouri and Illinois legislatures, and also in Congress, which have touched upon some minor parts of the grain industry, but none of these laws affect the fundamental principles of our present marketing system. When you take into consideration the many attacks that have been made upon the marketing machinery of this country during that time, and realize that the present system has stood almost every kind of test imaginable, one cannot help from feeling just a little bit of pride that we are all at least a cog in this great wheel.

The slump in prices and the inability to transact business upon a profitable basis have caused a number of our dealers to go out of business, and have forced a few of them into bankruptcy. It has also caused a few of those remaining to cut expenses to the minimum. This, of course, has had its effect on the Association, and we are sorry to announce that the past year has been the first in the history of the Association that we failed to show an increase in our membership. We had a net loss of 63 members last year. We feel, however, that the worst is over, and as everyone knows the constant need of organized efforts, especially at the present time, we believe that we will be able to overcome this loss during the coming year.

The Arbitration Committee has had only three cases to handle during the past year, and they have all been settled. A full report of these cases will be made by the chairman of the Committee tomorrow. We feel that when you take into consideration the business conditions during the past year and realize that we have had only three arbitration cases that we should feel proud of the attitude of our members towards fulfilling their contracts.

We held 16 local meetings during the past year, and the attendance was fairly good. Some of these meetings were late, and the attendance at these was light. A great deal of good is always accomplished at these meetings, and we are always glad to hold them in any section where the trade wants them. The principal subjects discussed at these meetings were the U. S. Grain Growers, Inc., freight rates, and the old Government scale of discount used by exporters in putting out their bids. We had nearly 100 managers of co-operative companies present at these meetings, and after a thorough discussion of the purpose of the U. S. Grain Growers, Inc., and of their contracts, every manager of the farmers elevators present expressed himself as being opposed to their plan, with only one exception. The discussion in regard to the exporters using the old Government scale of discounts in their bids resulted in a resolution being passed at each of these meetings urging that exporters discard that basis and use the following basis, which the trade feels is fair, taking into consideration the price of wheat now and what it was when the Government scale was established. One cent difference between grades 1 and 2, 3 cents between 1 and 3. Six cents between 1 and 4, and 9 cents between 1 and 5. We feel that discounts greater than these are excessive, and are an injustice to the producer.

The discussions at these meetings in regard to freight rates, and all activities of the Association on this subject have, of course, been aimed at a reduction in rates. We believe that the multitude of protests from state associations and our exchanges, coupled together with the assistance of our public service commissions, resulted in the reductions made at the first of the year, and that if it had not been

for this concentrated action that the rates would still be where they were. A report of the activities of our Transportation Committee will be made by the chairman of that Committee tomorrow.

On March 22 the St. Joseph Grain Exchange sent a protest to Governor Hyde against continuing the present weighing and inspection fees that are charged by our State Inspection Department. The present fees are as you all know \$1 per car for inspection, and \$1 per car for weighing. They also solicited the support of this and other state associations tributary to the Missouri markets in their effort, and we feel that it is our duty to the Missouri farmers to join with them in this protest.

This charge is a direct tax on the producer, and inasmuch as he is getting such small returns for his products we feel that every charge made on farm products should be reduced to the minimum. The revenue received by the state from the weighing and inspection fees is from \$90,000 to \$100,000 a year in excess of what is necessary to operate the department. You all no doubt know that our State Inspection Department is a fee basis department, and that it is not maintained by appropriations from the general revenue funds. Any time the department finds that the inspection and weighing fees are not sufficient to properly maintain the department all they have to do is to increase the charges.

Governor Hyde answered this protest with an inquiry as to what the other state inspection departments are charging. Our contention is that it does not make any difference what the other states are charging as their charges might be necessary for them to properly maintain their departments, but that Missouri charges are greater than necessary and they should be reduced so that they will not show a profit to the state, but to merely be sufficient to properly maintain the department.

The state associations of Texas, Oklahoma, Kansas, Iowa, Illinois and Indiana have joined with us on this protest, and we believe that this matter should be discussed at this meeting and if those present feel that the present charges are unjust that we should prepare a resolution to the Governor protesting a con-

tinuation of the present charges, and that we should follow up this resolution with individual protests until we win the powers that be over to our viewpoint.

Financial Report

Receipts

Balance on hand, April 26, 1921.....	\$2,723.41
Membership fees and dues	3,387.00
Advertising	1,709.90
Arbitration deposits	223.07
Miscellaneous	412.75
Total	\$8,456.13

Expenditures

Salaries	\$4,562.50
Traveling expense	1,070.11
Office expense (including new typewriter) ..	727.44
Printing (including 1922 directory)	660.55
Arbitration awards	193.07
Dues to National Association	200.00
Total	\$7,413.67
Balance on hand in bank, April 19, 1922.....	\$1,042.46

The following committees were appointed by the chair: Resolutions: J. O. Ballard, St. Louis; C. C. Harter, Sedalia; J. H. Herron, St. Louis; W. W. Pollock, Mexico; Chas. Bolte, Slater.

Nominations: Cecil Wayland, Carrollton; A. J. Mann, Clinton; F. W. Eggers, Hermann.

Auditing: A. E. Klingenberg, Linedale; D. B. Kevil, Sikeston; J. M. Richard, Hannibal.

A. C. Muench, representing the St. Joseph Grain Exchange, was introduced and made a report regarding the action of the St. Joseph Grain Exchange protesting against the present rates for inspection and weighing in Missouri. He referred to the resolution which had been passed by his exchange and asked that the Missouri Grain Dealers indorse the proposition of reducing the rates for both inspection and weighing in the state of Missouri.

"The advantages and progress of Mississippi Waterways" by James E. Smith and "The Financial Situation" by Dr. W. V. Gephart, vice-president of the First National Bank, concluded the after-



SECRETARY D. L. BOYER

May 15, 1922

noon's addresses, after which there was a general discussion.

A banquet furnished by the Merchants' Exchange was given that evening in the Planters Hotel.

THURSDAY SESSION

C. A. Morton of the Transportation Committee gave his report, and this was followed by the election of officers which resulted as follows: President A. H. Meinershagen, Higginsville, Mo.; vice-president, W. T. Lingle; treasurer, W. W. Pollock; directors for two years, A. C. Horter, Sedalia; D. B. Kevill, Sikeston; J. W. Boyd, Joplin; J. M. Richards, Hannibal; and F. W. Eggers, Hermann, Mo.

After a radio demonstration by J. G. Alexander the meeting adjourned *sine die*.

RESOLUTIONS

At the subsequent meeting of the Board of Directors the following resolutions were adopted:

Against Government Discounts

Whereas, the conditions under Government control that necessitated an arbitrary discount being placed on No. 2 and No. 3 grades of wheat compared with No. 1 no longer exist, and

Whereas, these differences can not be intelligently fixed in advance of the maturity of a crop.

Resolved, that we urge that hereafter wheat for future delivery be bought and sold as No. 2, lower grades to be accepted at market difference day of arrival.

Exorbitant Charge for Inspection and Weighing

Whereas, the present charges for inspection and weighing at terminal markets in Missouri are exorbitant; and

Whereas, under the present law all fees go direct to the treasurer of the state and become public funds, and to the extent that they more than cover the actual expense of operation are a tax on the producers and the Missouri grain trade; therefore be it

Resolved, that these charges should be reduced to a point where the revenue would approximate actual charges; and we ask all grain associations, boards of trade and grain exchanges to join us and use their best efforts in getting a reduction of such charges.

Continue Government Operation of Barge Line

Whereas, we are intensely interested in any means by which transportation might be improved or the rates of freight reduced, and have watched with interest the development of the Government barge line on the Mississippi River; and

Whereas, it is conceded by the president of one of the most important railways which parallels the river that the barge line should be given time to demonstrate its practicability and necessity; therefore be it

Resolved, we urge those in authority that no change be made except where it might be possible to bring about greater efficiency and that the matter of turning over this system to private interests be not considered within the next three years.

Repeal Six Per Cent Guaranty to Railroads

Whereas, it has come to our attention that the National Industrial Traffic League and the National Association of Public Service Commissioners, the American Farm Bureau Federation and other national associations have gone on record in favor of eliminating the so-called 6 per cent section from the Interstate Commerce Act, the said section being practically an instruction to the Interstate Commerce Commission to see that the carriers are allowed rates of transportation that will allow 6 per cent as nearly as possible may be, return on the value of their property devoted to transportation purposes, and

Whereas, this assurance in the law may have a tendency to cause extravagance in expenditures upon the part of the railroads since they are assured of rates to yield them the above return after all expenses, and

Whereas, this is wrong from an economic point of view as was shown by the advance in freight rates in a time of great business depression, when if the law were carried out logically all freight rates would be advanced to bring revenue to the carriers to recoup them for diminished volume of traffic, and

Whereas, in time of great movement of freight and great prosperity when the freight rate is felt least of all by shipper and consumer the carrier would be obliged if the law were logically carried out, to reduce the rates, thus going contrary to the law of supply and demand under which the price of an article is not reduced when the demand is greatest but rather when the demand is least, and

Whereas, it has always been the law prior to the 6 per cent section that a carrier was entitled to a reasonable return upon his property; therefore, be it

Resolved, that it is the sense of the convention that the position of the organizations named in the first preamble who advocate a repeal of the so-called 6 per cent section of the Interstate Commerce Act should be endorsed, and a copy of this resolution should be sent to the members of the Public Service Commission of Missouri, the Interstate Commerce Commission and members of Congress from the state of Missouri; also to other grain dealers' associations in the central and western territory.

Oppose Any Increase on Agricultural Products

Whereas, in a recent case decided by the Interstate Commerce Commission there was a reduction in freight rates authorized in territory west of the Mississippi River amounting to about 13 per cent on wheat and hay and about 21½ per cent on corn and oats, which under the law can not be raised again for two years from date of order, which was December 21, 1921, and

Whereas, coincident with this reduction and also taking effect on January 1, 1922, there was a further general reduction on agricultural products generally of 10 per cent, the latter reduction having been made voluntarily by the carriers and expiring June 30, 1922, whereupon the rates in effect previous to the 10 per cent reduction will become effective in all those territories on agricultural products; and

Whereas, when the reductions were made on agricultural products effective January 1, 1922, a large part of last year's production had moved away from the farms and hence the producers did not get any benefit in the price return to them because of those reductions, and furthermore the prices of agricultural products are still in such a depressed condition (except wheat) that they can not stand any increase in rates from the existing figures and should rather have a further reduction, be it therefore

Resolved, that this Association go on record as being opposed to any increase in freight rates whatsoever on agricultural products this year, and as recommending to the carriers involved, the Public Service

Commission and Interstate Commerce Commission that instead of any advance being allowed there should be further reductions made to relieve the position of the agricultural producer. A copy of this should be sent to members of the Public Service Commission, Interstate Commerce Commission, Congressional representatives of Missouri and other grain dealers' associations. We adhere to our statement of a year ago: That in our opinion present rates of compensation to officers and employees are excessive and that abuses exist in the payment of employees which should be corrected; that 8 hours' service should be rendered where 8 hours' pay is received, and in all cases value received in the way of service should be rendered for pay.

ASSOCIATION CALENDAR

May 16-18 Kansas Grain Dealers Association, Wichita.

May 26-27 Texas Grain Dealers Association, Fort Worth.

June 19-20 Wholesale Grass Seed Dealers Association, Chicago.

June 21-22 Ohio Grain Dealers Association, Cedar Point.

July 25-27 National Hay Association, Cedar Point, Ohio.

October 2-4 Grain Dealers National Association, New Orleans.

AN ASSOCIATION FOR VIRGINIA

The necessity of a readjustment of freight rates in the state has inspired grain dealers of Virginia to get together, and it is hoped that a permanent association may result. Local associations have already met and all such bodies in the state are being urged to appoint delegates to a meeting which will be called in the near future.

OHIO DEALERS AT CEDAR POINT

The forty-third annual meeting of the Ohio Grain Dealers Association will be held at Cedar Point, Ohio, on June 21 and 22.

This beautiful resort on Lake Erie will be the Mecca for all Ohio dealers and for many from other states, for in addition to the excellent program which Secretary J. W. McCord always provides, opportunity will be given for full enjoyment of the features of the resort and a vacation can be combined with the business of the Association.

MISQUOTATION OF RATES

W. K. Vandiver, transportation commissioner for the Grain Dealers National Association, recently sent out the following important notice:

Not long ago, my attention was directed to several instances where grain shippers had lost money by reason of having to pay freight charges at a higher rate than had been quoted by a railroad agent.

Paragraph 11 in Section 6 of the Interstate Commerce Act provides that the Government may recover a penalty of \$250 from a common carrier in the case of erroneous rate quotations but this penalty has never been applied although the law has been in effect since 1910. The shipper has no recourse whatever and this feature of the Act was sustained by the U. S. Supreme Court who in January 1913 rendered a decision in what is known as the Henderson Elevator case (226 U. S. 441).

It has been my idea that shippers who have suffered losses because of erroneous rate quotations from railroad agents should be protected and that some plan might be devised whereby the Interstate Commerce Commission may be allowed to award reparation after a full showing of the facts. I have had considerable correspondence about this with various people, including A. E. Reynolds, chairman of our Committee on Legislation. As a result of our efforts, Congressman Purnell of Indiana introduced in the House of Representatives, April 15, a bill which is designated as H. R. 11322. This bill proposes to amend Paragraph 11 in Section 6 of the Interstate Commerce Act by adding a new paragraph to read as follows:

"In addition to the above, in cases where the person or company making such request suffers damage in consequence of the misstatement of the rate and such misstatement was made in good faith and without the connivance of such person or company, the carrier shall be liable to such person or company for the full amount of such damage. Such liability shall be enforced by complaint to the Commission in accordance with the provisions of paragraph (1) of section 13. Subsequent proceedings in relation thereto and to the enforcement of any order for the payment of money, made by the Commission upon such complaint, shall be the same as in the case of other complaints under such paragraph."

TEXAS MEETING

Announcing the meeting of the Texas Grain Dealers Association, Secretary H. B. Dorsey, of Fort Worth, says: "The past year has been such a strenuous one and brought forth so many burdensome conditions requiring the fullest and best consideration by the grain trade that I feel that it is hardly necessary to urge each member of our Association to be making their arrangements to attend our twenty-fifth annual meeting to be held

here, in the Auditorium of the New Texas Hotel, May 26, and 27, for the purpose of discussing these vexatious problems.

"You know at these annual meetings the changes in our Constitution and By-Laws and Trade Rules are made, and since the courts recognize our rules as representing the general customs and practices of the grain trade, every one of you is vitally interested in these matters and should be present and take part in the discussions and vote on the propositions that come before the meeting.

"Besides this, the renewal of your acquaintances, the making of new ones and the good fellowship prevailing at these meetings is worth the while of any man engaged in the business to make the necessary sacrifices of loss of time and expenses to attend our annual meetings.

"In honor of our twenty-fifth anniversary we are going to have a number of special features calling for old timers in the business as well as the new methods and we feel sure that this will be an educational as well as an entertaining meeting. I have just had a talk with R. I. Merrill, our first vice-president, who has just been re-elected as president of the Fort Worth Grain & Cotton Exchange, and he advises me that he has appointed an Entertainment Committee of the members of the Exchange for the purpose of arranging for your entertainment while attending the meeting and you can rest assured that ample provisions for your entertainment will be provided and your coming together will be pleasant as well as profitable.

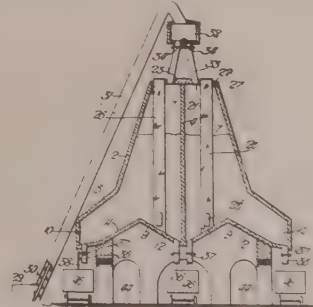
"The Program Committee appointed by the President is working on the program and believes that it will have a very interesting program for the meeting, but as very few of our members have answered the last circular requesting that they give their views or name subjects which they think should be discussed at the annual meeting, I ask that if any of you have an idea of any particular subject of interest to the grain trade that you advise me immediately so that it can be given to the Program Committee."

GRAIN TRADE PATENTS

Bearing date of February 14, 1922

Bulk storage and handling of grain.—Walter H. Bull, Coburg, Melbourne, Victoria, Australia. Filed March 12, 1920. No. 1,406,928. See cut

Claim: Improvements connected with the bulk storage and handling of grain, comprising, in combination, a silo having a perforated covering and having a floor provided with an inclined grain shedding surface extending from end to end of the silo, said inclined grain shedding surfaces converging toward the longitudinal center of the silo and also inclining downwardly toward the side edges of the silo, said silo consisting of a plurality of storage compartments, an elevator for charging the silo through the



perforated covering, means for delivering grain from the elevator to any of the compartments, discharge chutes depending from the grain shedding surface and having their lower ends disposed above ground level, and outlet valves controlling the gravitation of grain through said discharge chutes.

Bearing Date of February 21, 1922

Apparatus for unloading grain.—Cecil Bentham, Manchester, England, assignor to Henry Simon, Ltd., Manchester, England, a corporation of Great Britain. Filed June 11, 1920. No. 1,407,510.

Bearing Date of February 28, 1922

Cage for reducing machines.—Milton F. Williams, St. Louis, Mo., assignor to Williams Patent Crusher & Pulverizer Company, St. Louis, Mo., a corporation of Missouri. Filed October 18, 1920. No. 1,408,055.

Loading apparatus.—Leon W. Palmer, Unity Station, Pa. Filed May 5, 1920. No. 1,408,136.

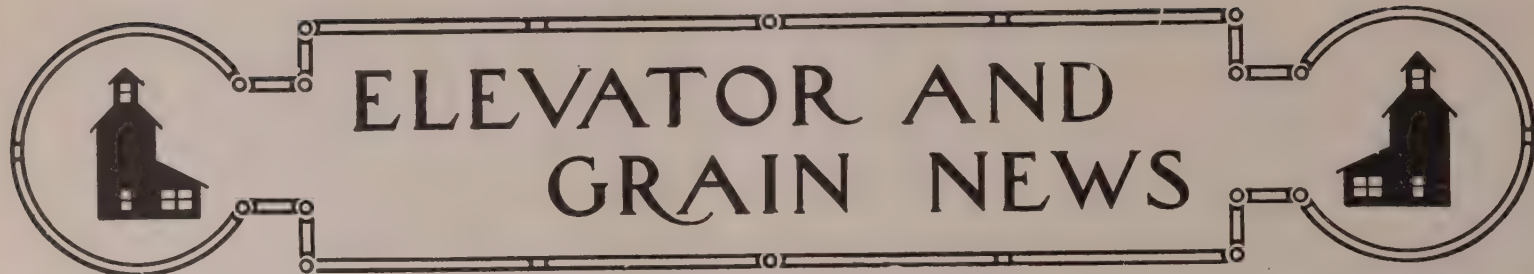
Bearing Date of March 7, 1922

Method of dry pickling seed grain.—Albert Arthur Lawrence, Regina, Sask., Canada, assignor to John Fox, Regina, Sask., Canada. Filed May 12, 1920. No. 1,409,144.

Grain polishing device.—William C. Brenner, Evansville, Ind. Filed September 14, 1920. No. 1,408,978.

Bearing Date of March 14, 1922

Grain door forcing device.—William H. McGann, Minneapolis, Minn. Filed February 6, 1922. No. 14,306. Original No. 1, 400,447, dated December 13, 1921.



CANADA

The new elevator of the State Elevator Company, Ltd., at Bradwell, Sask., is practically completed.

J. P. Jones, commissioner of Canadian Government elevators, is making plans for the erection of a new elevator at Vancouver, B. C., and also for the erection of an elevator cleaner at Ladner.

Lawrence A. Walker, Vancouver, B. C., who was connected with the Vancouver Milling & Grain Company, Ltd., for the past eight years has resigned and moved to National City, Calif., where he will make his home.

The Montreal Harbor Commission is planning the erection of a 10,000,000-bushel grain elevator. This will be the largest in Canada, having half a million bushels more capacity than the Port Arthur Elevator which at present is the largest.

INDIANA

A grain and feed establishment has been opened at Lebanon, Ind., by Ray Lasley.

Morton Ford is now manager of the grain elevator at Yeddo, Ind. He comes from Kingman.

The elevator at Waveland, Ind., has been leased from Stewart & Stewart by the Newton Busenbark Grain Company.

The Bowers-Niblack Grain Company has filed its final certificate of dissolution at Decatur, Ind. The company went out of business two years ago.

The Farmers Co-operative Company of Goodland, Ind., will install a feed grinder and erect a larger feed and seed house. C. H. Adamson is manager.

Theodore P. Johnson, Bryce Ferguson and John M. Saal have incorporated at Roanoke, Ind., as the Roanoke Elevator Company. Its capital stock is \$10,000.

A modern grain elevator is to be erected at Carlisle, Ind., by Roy Clodfelder, owner of the Oaktown Grain Company. A site for the elevator has been leased.

The contract has been let by the Urmston Grain Company of Dundee (Ontario), Ind., for erection of addition to house its recently purchased attraction mill.

A 10,000-bushel elevator is to be erected for the Whitlock Milling Company of Petersburg, Ind., on the site of their elevator which burned more than year ago. The building will cost \$20,000.

A co-operative elevator company is being organized at Brownstown, Ind., by M. W. Welsh. The firm contemplates the purchase of the Ewing Mill Company and the Brownstown house of the Co-operative Elevator Company of Seymour, Ind., if satisfactory arrangements can be made.

MINNESOTA AND WISCONSIN

Extensive repairs are to be made to the National Elevator at Rothsay, Minn.

Charles Swift is manager of the Farmers Elevator located at Welcome, Minn.

Repairs are being made to the Independent Farmers Elevator Company at Russell, Minn.

A warehouse 20x50 feet is to be erected at Wabasha, Minn., for the Wabasha Elevator Company.

Repairs are being made and new equipment installed in the elevator of A. C. Becker at Northrup, Minn.

A new elevator of 25,000 bushels' capacity is to be erected at Gaylord, Minn., by the Jacob Geib Elevator Company.

S. I. Wettstad has resigned as manager of the Farmers Elevator at St. James, Minn., and is succeeded there by R. W. Somers.

The Equity Elevator & Warehouse Company of River Falls, Wis., has filed a change in name to the Equity Co-operative Elevator Company.

A. L. Olson is no longer manager of the Bricelyn Farmers Elevator, Bricelyn, Minn. He has bought an interest in a draying company there.

The name of the Strum Farmers Elevator Company of Strum, Wis., has been changed to that of the Strum Co-operative Elevator Company.

The National Elevator Company of Donnelly, Minn., are to make extensive improvements to their elevator. A new office building will also be erected.

The contract has been let by Ed. F. Berkner for the erection of a modern grain elevator at Sleepy

Eye, Minn. It will be built on the site of the elevator which burned a short time ago and will have a capacity of 25,000 bushels.

Capitalized at \$15,000, the Ladysmith Trading Company has been incorporated at Ladysmith, Wis., to deal in grain, etc. The incorporators are C. R. Ballard, H. W. Flunker and E. E. Carson.

The Farmers Co-operative Products Company at Eau Claire, Wis., has been purchased by R. H. Manz. He will handle farm products, coal, etc., and has reopened the company's elevator.

To engage in the buying and selling of grain, feed, hay, produce, etc., the Snyder & Berry Company has been incorporated at Richland Center, Wis. The capital stock of the firm is \$10,000.

Edward Donohue, E. S. Clingman and E. H. O'Connor have incorporated at Reedsburg, Wis., as the Reedsburg Farmers Company to deal in grain, hay, farm produce, flour, feed, etc. Its capital stock is \$30,000.

THE DAKOTAS

The elevator office of I. L. Berge at Velva, N. D., is to be moved to Bismarck.

A modern grain elevator is to be erected at Parker, S. D., by four business men.

The plant of the Andrews Grain Company at Sanburn, N. D., is to be enlarged and remodeled.

Charles B. Smith of Utica has leased the B. A. Freidel Elevator located at Lesterville, S. D.

The Duane (Ellendale p. o.), N. D., elevator of the Empire Elevator Company has been closed temporarily.

Edgar Belden is the new manager of the Empire Elevator at Shields, N. D. C. L. DeSart, former manager, resigned.

The Minnesota Elevator Company of Minneapolis, Minn., has let the contract for a new elevator at Norma, N. D.

The Mills Grain & Supply Company has purchased the property of the Kelley & Sons Produce Company at Sioux Falls, S. D.

The St. Thomas, N. D., elevator of the Occident Elevator Company of Minneapolis has been sold to the Monarch Elevator Company.

The contract has been awarded by the Farmers Elevator Company of Chaffee, N. D., for repairs on its elevator and coal handling equipment.

I. Iverson is no longer manager of the Farmers Elevator at Devils Lake, N. D. He moved to Kensal, N. D., where he will manage another elevator.

Capitalized at \$25,000, the Gunderson-Hanson Elevator Company has been incorporated at Mohall, N. D. John T. Hanson, M. C. Gunderson and others are interested.

The Gettysburg (S. D.) Equity Exchange has changed its name to the Co-operative Elevator & Shipping Association and has opened again for business. Olaf Anderson is president.

EASTERN

David King has purchased the grain business of Robert McLellan at Fairfield, Maine.

A grain elevator may be erected at Newville, Pa., for the Newville Warehouse Company.

The McKinley Grain Company of Old Towne, Maine, has opened a new grain and feed store recently.

The capital stock of the New Haven Grain Company of New Haven, Conn., has been increased to \$3,250.

The Merrimack County Farm Bureau is to erect a modern grain elevator at Franklin, N. H. Clyde A. Blake of Hill is in charge.

An elevator is being built at Penn Yan, N. Y., for the Dailey Bros., Inc. The company has 48 stations in western New York.

E. and A. L. Gerald have purchased the business of the Somerset Grain Company at Skowhegan, Maine, and will continue operations of it.

Active management of the Chippewa Feed & Grain Company at Buffalo, N. Y., is under the direction of H. T. Morey. C. G. Myer is secretary and treasurer. The firm is located in No. 622 Chamber of Commerce Building.

The new welfare building of the Superior Elevator Company at Buffalo, N. Y., has been completed. It includes an up-to-date kitchen, dining room, locker rooms with showers, and dormitory.

There is also located in the building room for the inspection department to handle samples and for grading grain.

The warehouse of the Louis Ponta Estate at Savannah, N. Y., has been purchased by George W. Haxton & Son, dealers in hay and produce.

The Great Grain & Grocery Company has been incorporated at Rockland, Maine, capitalized at \$50,000. D. W. Smalley is president; D. R. Ames, treasurer.

Capitalized at \$50,000, the Stamford Flour & Grain Company has been incorporated at Stamford, Conn. J. C. Magner, M. Lavinsky and S. Lavinsky are interested.

R. Martin is now manager of the Union Feed & Grain Company of Uniontown, Pa. He was formerly connected with the Herb Bros. & Martin, flour and grain dealers.

The American Malt & Grain Company of Buffalo, N. Y., has been taken over by the recently organized American Elevator & Warehouse Company. The consideration was \$512,000.

The Pennsylvania Railroad is planning to erect at its Canton Elevator additional bins providing 1,300,000 bushels more storage. The total capacity of the elevator when additions are completed will be 4,250,000 bushels. It will accommodate loading four ships at a time and its working capacity will be 120,000 bushels per hour. When the contemplated additions shall have been made to No. 3 Elevator, the railroad will raze its present No. 1 Elevator at Canton which has capacity of 500,000 bushels.

ILLINOIS

J. Guy Parks has purchased the H. F. Hurst Elevator at Creston, Ill.

The Oneida Farmers Elevator Company of Oneida, Ill., is to be dissolved.

A new elevator will be erected at Hillview, Ill., by V. C. Elmore replacing the one which burned.

The capital stock of the Wing Grain Company at Dwight, Ill., has been increased from \$10,000 to \$20,000.

John Wise bought a warehouse at Greenville, Ill., from the Greenville Elevator Company and is now repairing it.

J. Chubbuck is no longer manager of the Padua Grain Company of Padua, Ill. He is succeeded by William Dixon.

G. M. Slingloff is succeeded as manager of the Farmer City Grain Company of Farmer City, Ill., by E. C. Murphy.

Repairing is to be done this spring to the elevator of the Farmers Equity at Donnellson, Ill. J. W. Hampton is manager.

J. E. Smiddy of LaCrosse, Ill., is planning to make necessary repairs on his 20,000-bushel grain elevator at that point.

An elevator, coal sheds and warehouse are to be built at Griggsville, Ill., for the Griggsville Farmers Elevator Company.

The Farmers Elevator Company has purchased and taken possession of the elevator of O'Hare & Schwartz at Carlock, Ill.

The name of the Weston Grain Company at Weston, Ill., has been changed to the Weston Grain Company Co-operative.

The Union Hill Farmers Elevator Company of Union Hill, Ill., has been incorporated there and will buy one of the elevators.

A grain elevator is to be erected in South Chicago, Ill., for the Norris Grain Company. E. Gallup, 141 W. Jackson Blvd., is superintendent.

The elevators at Cisco and Lintner, Ill., owned by the American Grain Company of Decatur and Springfield, have been purchased by L. F. Evans & Co.

George W. Hughes and F. D. Sexton have purchased the Viola, Ill., elevator of the B. L. Christy Company of Galesburg. A. W. Smith has been retained as manager.

A new company has been formed at Bloomington, Ill., known as the Hasenwinkle-Scholer Company to operate the country elevators owned by the Hasenwinkle Grain Company and C. F. Scholer, and to engage in the buying and selling of grain, brokerage and commission. They will also operate the transfer elevator on the Big Four at Downs, Ill. Mr. Scholer is president of the company and

Ralph Hasenwinkle is secretary and treasurer. Mr. Hasenwinkle will be in charge of the track buying. Offices will be in the Wood Building, at Bloomington.

The Keystone Elevator at Chicago, Ill., has been declared "regular" by the Chicago Board of Trade. The capacity of the plant, which has 34 bins, is 550,000 bushels.

To deal in feed, livestock, farm products, etc., the Ridge Farm Co-operative Grain Company has been incorporated at Ridge Farm, Ill. The capital stock of the firm amounts to \$10,000. R. S. Bines, John Chamberlain and P. J. Hester are interested.

The Eikenberry Construction Company of Bloomington, Ill., is building a concrete storage tank at Minier, Ill., for the Minier Co-operative Grain Company. It will be 20 feet in diameter, 54 feet high and have a capacity of 13,000 bushels.

A deal has been closed between Victor Dewein and the American Grain Company of Decatur, and Springfield, Ill., whereby the former comes into possession of the latter's elevators at Emery and Forsyth. Mr. Dewein will make his headquarters at Forsyth.

George Miller, Harvey Kolstedt and August Schwiesow have consolidated their grain elevator, coal and lumber businesses at Monee, Ill., into one firm to be known as the Monee Grain & Lumber Company. Mr. Miller sold his storage house to C. Peterson and Mr. Schwiesow sold his old elevator to Fred Harmening.

OHIO AND MICHIGAN

A new elevator is being erected at Chillicothe, Ohio, for the Junk Bros.

The Smith Milling Company of New Pittsburg, Ohio, is to erect a new elevator there.

A new building is to be erected at Edon, Ohio, for the Edon Farmers Co-operative Company.

The Collins Farmers Elevator Company of Collins, Ohio, is under the management of Clark Pelton.

A new elevator is being erected at Kingsley, Mich., for G. W. Parker. It will be completed September 1.

The stock has been sold and business discontinued by the Gleaner Elevator Company of Sandusky, Mich.

The business of the J. M. Pence Grain Company has been moved from Maplewood to Jackson Center, Ohio.

The interest of R. S. Yoder in the Yoder & Yoder Elevator at Bellefontaine, Ohio, has been purchased by Perry Daniels.

The grain, hay and feed business of Otte & Pekruhn at Mingo, Ohio, has been purchased by Henry Bickerstaff.

The elevator of the Brand & Hardin Milling Company at Gera, Mich., has been purchased by Chas. Wolohan & Co.

A new elevator is being built on the site of the old house at Shepardsville, Mich., which burned some years ago.

Fred Baird is manager of the Midland Co-operative Farmers Elevator Company of Midland, Mich. He succeeds Oscar Wallen.

D. C. Mathews is manager of the elevator at Huron, Ohio, controlled by the recently organized Farmers Co-operative Company.

The elevators and grain and feed business of the Farmers Co-operative Company of Fayette, Ohio, were sold to A. Aungstt & Co.

A grain elevator is to be erected at Dayton, Ohio, by the Farmers Exchange Company as soon as sufficient stock has been sold.

Richard Mills and F. A. Stetson have incorporated at Columbus, Ohio, as the Mills Elevator. The firm is capitalized at \$10,000.

The operation of the elevators at Oakwood, and Hartsburg (Continental p. o.), Ohio, has been taken over by the Nathan Grain Company of Fort Wayne, Ohio.

The grain elevator of C. O. and S. B. Krugh of Ohio City, Ohio, located at Delphos, Ohio, has been sold to Samuel Hessian, who formerly owned the business.

The Eaton Farmers Equity Company of Eaton, Ohio, has made plans for the erection of a grain elevator there costing \$15,000 to replace its present elevator.

At West Branch, Mich., a new company has been formed by the Farmers Co-operative Elevator Association to be known as the West Branch Elevator Association. It has capitalization of \$16,000.

The elevator of the C. E. DePuy Company at Pontiac, Mich., which burned in March is to be replaced with a 50,000-bushel elevator with complete machinery for handling grain and manufacturing poultry and dairy feed.

E. N. Hillis is president; James Brannan, vice-president; J. B. Hoffman, secretary and Arnold Miller, treasurer of the recently incorporated farm-

ers organization at Oakley, Mich. The firm is capitalized at \$10,000. It will build a grain elevator there.

The name of the Atwater Farmers & Gleaners Co-operative Elevator Company of Bad Axe, Mich., has been changed to that of the Atwater Grain Company.

A farmers elevator company has been organized at Montague, Mich., to erect a grain elevator there. The site has been purchased on which it will build.

Earl Warick has purchased the grain, feed and seed business of W. B. Abrams at Tekonsha, Mich. Mr. Warick has been manager of the Tekonsha Co-operative Association for a year.

The plant at Waverly, Ohio, formerly operated by the Strittmatter Grain & Milling Company has been purchased by the Buffalo Grain & Milling Company. The mill has capacity of 150 barrels.

MISSOURI, KANSAS AND NEBRASKA

The Omaha Elevator at Cozad, Neb., has been purchased by Walter Cole.

A new farmers Union Elevator is under course of construction at Nora, Neb.

A. Bozarth is erecting a modern 10,000-bushel elevator on his ranch near Liberal, Kan.

The elevator of the Farmers Grain & Supply Company at Grayling, Kan., is to be enlarged.

Lee Pinkston succeeds John M. Smith with the Farmers Elevator & Supply Company at Clinton, Mo.

A 10,000-bushel elevator is to be erected at Manchester, Kan., for the Abilene Flour Mills Company.

A grain elevator at Perth, Kan., was recently purchased by the Consolidated Flour Mills of Hutchinson.

Mr. Horstman is succeeded as manager of the Farmers Elevator at Berks (Crete p. o.), Neb., by J. A. Kelnan.

D. M. Bachman is now associated with the Newton Milling & Elevator Company with offices at Newton, Kan.

B. C. Fagan and W. A. Blake have sold and traded the Valley Falls, Kan., elevator to E. L. Jordan of Centralia, Kan.

The Wyandotte Elevator Company of Kansas City, Mo., is installing a big 9310 Wolf-Dawson Wheat Washer.

A new 300-bushel Fairbanks Hopper Scale has been installed at Bradshaw, Neb., for the Gilbert Grain Company.

The old elevator of the Larabee Flour Mills Corporation at Nashville, Kan., is to be replaced with a new one.

The Murray Elevator Company of North Kansas City, Mo., has installed a Wolf-Dawson Wheat Washer and Drier.

A grain elevator of 20,000 bushels' capacity is to be built at Salina, Kan., for the Farmers Mill & Elevator Company.

J. W. Bailey is succeeded as manager of the Tisdale Farmers Union Co-operative Association of Tisdale (Winfield p. o.), Kan., by C. E. Cook.

A half interest in the Gorin Elevator Company at Gorin, Mo., has been purchased by Omar Power. He bought it from J. E. Bertram.

The Geer Company of Grand Island, Neb., is interested in the erection of a 30,000-bushel elevator at that place. It will cost \$35,000.

The name of the Atlanta Equity Exchange at Atlanta, Neb., has been changed to that of the Atlanta Equity Co-operative Exchange.

M. Mikkelsen and W. H. Beck have incorporated at Scotia, Neb., as the Scotia Grain & Supply Company. Its capital stock is \$50,000.

The elevator of the Rock Mill & Elevator Company at Trousdale, Kan., has been closed temporarily. F. B. Schmidt has been manager.

The elevator of Emmett Berry at Bluff City, Kan., has been purchased by A. J. Moore of Caldwell. The elevator has a capacity of 30,000 bushels.

Capitalized at \$10,000, the Farmers Exchange Co-operative Association has been incorporated at Rolla, Mo., to deal in grain and grain products.

To buy and sell grain, hay and other merchandise, the Farmers Commission Company has been organized at Walker, Mo., capitalized at \$6,000.

J. S. Canaday is president, Oscar Engstrom, vice-president and C. Elmer Nelsen, secretary-treasurer, of the County Farmers Co-operative Elevator Association of Minden, Neb., which was recently organized.

The Florissant Valley Co-operative Elevator Association of Anglum, Mo., has contracted with the Eikenberry Construction Company of Bloomington, Ill., for a concrete warehouse 30x60 feet, one story and basement.

The recently organized Powel Co-operative Company of Powel, Neb., has purchased the R. E. Butler Elevator. The company will remodel the

elevator and install new machinery. Ross Ware is president; J. Baumem, vice-president; C. W. Samms, secretary and Guy Busing, treasurer.

The Farmers Elevator & Supply Company of Irving, Kan., has covered its elevator with galvanized iron. R. A. Hollenberg after June 15 will be manager.

A large electric motor has been installed by the Farmers Elevator Company of Peru, Neb. to operate its plant. It replaces the steam power formerly used.

A new elevator is to be erected this spring at Burns, Kan., for the L. F. Powell Company. The company has had a lease on the Lilley Elevator at Burns.

To deal in grain and other agricultural products, the Producers Produce Company has been incorporated at Sedalia, Mo. Its capital stock is \$15,000.

John Broderick is president and C. F. Iliff, secretary of the Farmers Union Co-operative Association of Fairfield, Neb. Its capital stock is \$20,000.

Capitalized at \$25,000, the Farmers Co-operative Association has been organized at Sunol, Neb. B. Allington, E. Wickard and L. E. Allington are interested.

The local grain elevator at Smithville, Mo., has been purchased by the recently incorporated Holt Grain & Supply Company. P. M. Anderson is manager.

A. J. Buffington succeeds S. Crawford as manager of the building and maintaining of elevator for the Blaker Lumber & Grain Company of Pleasanton, Kan.

The Sedgwick Alfalfa Mill Company of Sedgwick, Kan., has left the contract for the erection of a grain elevator of 30,000 bushels' capacity and of concrete construction.

G. B. Huber is interested in the Perry County Co-operative Warehouse & Elevator Association which was recently incorporated at Perryville, Mo. Its capital stock is \$40,000.

The elevator site at Varnar, Kan., owned by the Farmers Company has been purchased by John Collingwood of Pretty Prairie. The building was destroyed by fire recently.

J. P. Christianson is now associated with the Duff Grain Company of Nebraska City, Neb., as its agents at Lawrence, Neb. He succeeds D. J. Erwin who has gone into the produce business.

Improvements are to be made to the establishment of the Morrison Grain Company of Golden City, Mo., as announced by Manager J. P. McMillen. It will include the installation of automatic scales in their two elevators.

IOWA

R. P. Andres has purchased the Fiala Elevator at Lisbon, Iowa.

The elevator of C. E. Propps at Primghar, Iowa, which burned, is to be rebuilt.

D. W. Ault is manager of the Whittemore Elevator Company of Whittemore, Iowa.

George Beals is now manager of the Farmers Co-operative Elevator Company at Humboldt, Iowa.

A. W. Herrig succeeds R. L. Friend as manager of the Farmers Co-operative Company at Tama, Iowa.

The offices of the Farmers Co-operative Elevator Company at Meriden, Iowa, are to be enlarged this spring.

R. A. Friend is succeeded as manager of the Farmers Elevator Company at Dayton, Iowa, by E. R. Larson.

F. H. Powers is succeeded as manager of the Farmers Elevator Company at Ferguson, Iowa, by S. Clemmer.

Frank Rogers is succeeded as manager of the Farmers Supply Company at Cartersville, Iowa, by A. Shellington.

J. P. Christensen is succeeded as manager of the King-Wilder Grain Company of Stanwood, Iowa, by A. R. Bailey.

Charles Menagh is manager of the Farmers Union Elevator at Denison, Iowa. He started in with his work there on May 1.

Jacob Ritter bought at auction sale the elevator and coal sheds of the defunct Dennis Grain Company at Humeston, Iowa.

The name of the Junction Grain Company of Grand Junction, Iowa, has been changed to that of the Cramer Grain Company.

The Burke Grain Company of Sioux Falls, S. D., is to open an office at Sioux City, Iowa. This branch will be under the management of E. P. Tawney.

Sam Steensland, A. R. Severson, Chester M. Due-land, Ole V. Weeks and John Eide have incorporated at Midvale (Huxley P. O.), Iowa, as the Midvale Grain Company. Its capital stock is \$10,000.

The Bradgate Co-operative Exchange is being organized at Bradgate, Iowa, by farmers of that vicin-

ity. The plans of the exchange include the rental of the elevator now operated by the Quaker Oats Company.

The elevator of J. B. Maricle at Bagley, Iowa, has been purchased by Charles Forbes. It is fully equipped with modern machinery.

The Rock Island Elevator at Iowa Falls, Iowa, has been purchased by J. H. Stickney, a coal merchant. He has rented the elevator since 1918.

Effective June 1, A. N. Moore has resigned as manager of the Farmers Elevator Company at Ellsworth, Iowa. He is planning to buy an elevator.

The Elliot, Iowa, elevator formerly owned by R. H. Hillhouse was purchased by R. C. Kipp and not by C. M. Redmon as was at first announced.

A new elevator is to be bought for an old one purchased at Bondurant, Iowa, by the Bondurant Co-operative Livestock Shipping Association.

SOUTHERN AND SOUTHWESTERN

L. H. Carr is succeeded in the grain business at Pendleton, Texas, by D. B. Standbridge.

William Gibson of Alva, Okla., is manager of the business of the Farmers Elevator Company of Ashley.

J. W. Binding is succeeded as manager of the Oklahoma Grain Company operating at Tulsa, Okla., by Earl Worl.

A grain business is to be conducted at Abernathy, Texas, by A. M. Medley who was formerly in the grain business there.

The Co-operative Elevator at Laverne, Okla., is now the property of the Choctaw Grain Company. Glenn Usher is manager.

The capital stock of the Adkins Hay & Feed Company of Muskogee, Okla., has been increased from \$75,000 to \$200,000.

The Cobb County Elevator & Milling Company of Marietta, Ga., has applied for a charter. The capital stock of the company is \$15,000.

A warehouse is being erected at Afton, Okla., for the Lipscomb Grain & Seed Company. The company's elevator is also being repaired.

A half interest in the South Plains Grain Company at Lockney, Texas, has been purchased by Burton Thornton. He will operate it.

The Hollister, Okla., elevator of G. G. Black has been leased for the coming season to R. T. Brantly and the house at Chattanooga, to P. A. Cope.

J. R., F. W. and A. H. Lankard have incorporated at Kingfisher, Okla., as the Kingfisher Mill & Elevator Company. The firm is capitalized at \$100,000.

Improvements have been made to the elevator of the Hill & Webb Grain Company of McKinney, Texas, and additions have been made to their hay warehouse.

S. N. Dowell, J. S. Gilbert and S. B. Dorsett have incorporated at Lamont, Okla., as the Lamont Wheat Growers Association. The organization is capitalized at \$15,000.

The Farmers Shipping Association of Canadian, Texas, has been purchased by the Sanders Grain Company. Henry Jahnel is president; J. E. Sanders, vice-president.

The grain, coal, feed and seed business of I. F. Tabb at Mt. Sterling, Ky., has been purchased by Newton Duff and K. Greene. They will operate as Greene & Duff.

The George Koch Grain Company, of which A. W. Gates is manager, at Fay, Okla., is repairing its elevator and painting the warehouse and office. The elevator is to be covered with tin.

The elevator of the El Reno Mill & Elevator Company at Minco, Okla., is to be remodeled. At Union City, the company is waterproofing its pits with a cement and tar preparation.

Percy Beaumont, Edgar B. Stewart, W. H. Brand, G. Lemley and E. V. Yorke have incorporated at Morgantown, W. Va., as the Grounds Grains Company. Its capital stock is \$50,000.

The Loyal Farmers Elevator Company of Dover, Okla., is to erect a new elevator of 15,000 bushels' capacity and costing \$6,500. This will replace the old plant which is to be demolished.

The name of the N. G. Tolbert Grain Company of Littlefield, Texas, has been changed to that of the Littlefield Grain Company, and the capital stock has been increased from \$6,000 to \$12,000.

The Purity Feed & Grain Company has been formed at Waco, Texas, by George H. Bellew. The company has leased a portion of the warehouse of the Waco Fuel & Grain Company and will operate. The Waco firm will continue to operate as usual.

The general merchandise store of the J. G. McLarty Mercantile Company at Guymon, Okla., and Mr. McLarty's interest in the Farmers Mercantile Company at Perryton, Okla., have been purchased by the Wilson Land & Grain Company of Arcadia, N. Y.

The Ecla Grain Company of Kings Mills (Ecla p. o.), Texas, has improved its elevator, raising cupola six feet, installing automatic scales, raising engine

four feet, enlarging the engine room, putting in new leg, belt and buckets, installing blower and building new work room.

W. H. Coyle Company of Guthrie, and Oklahoma City, Okla., has been incorporated to deal in grain, hay, flour and cotton. Its capital stock is \$100,000. W. H. and M. Coyle and J. W. Coyle are interested.

The interest of Ed Nelson in the Farmers & Merchants Grain Company at Longview, Texas, has been purchased by E. B. Remsert. Mr. Nelson has opened a wholesale and retail feed store as the Nelson Grain Company.

The J. A. and O. L. Jones Mill & Elevator Company of Nashville, Tenn., has sold its property to C. L. Liggett who has organized the Southland Mill & Elevator Company to operate it. The men associated with Mr. Liggett are R. A. McWhirter, S. Smith, John C. Rolls and W. L. Liggett.

WESTERN

The elevator of the Columbia Elevator Company at Terry, Mont., is to be rebuilt.

The Farmers Elevator Company of Wheat Basin, Mont., has closed down for this season.

The Otis Farmers Elevator Company at Platner, Colo., has sold its elevator to N. E. Gailey.

Offices have been opened at Los Angeles, Calif., by Albert F. Adler for handling grain and feed.

The business of Corbin & Reynolds at Los Angeles, Calif., has been purchased by the Ash Bros.

The elevator of the International Elevator Company at Galata, Mont., which burned is to be rebuilt.

The McLean Elevator at Butte, Mont., is to be conducted by C. D. Dudley. Until recently Dan Corcoran operated it.

Probably a new elevator will be erected at Hygiene, Colo., for the Farmers Union Co-operative & Stock Company.

A grain business has been started at Animas (Durango p. o.), Colo., by T. E. Duncan. He will erect an elevator there.

Charles Dollar is succeeded as manager of the Globe Elevator Company at American Falls, Idaho, by Tom Lloyd of Oxford, Idaho.

Farmers around Lincoln, Calif., are interested in the erection of a grain elevator. A sum of \$16,000 has already been raised for this purpose.

The M & D Grain Company of Philipsburg, Mont., consisting of R. D. Metcalf and O. J. Durand is the successor to the John A. Spencer Company.

Sterling H. Nelson will conduct a grain, merchandise and produce brokerage business at Salt Lake City, Utah, as the Sterling H. Nelson Company.

The Denver, Colo., branch of the Hall-Baker Grain Company of Kansas City, Mo., has been succeeded by the Continental Grain Company of Denver, Colo. The new firm is associated with the Hall-Baker

Grain Company and will carry on a general merchandising business in grain. J. M. Chilton is manager.

The Smith-Scott, grain dealers, has been organized at Los Angeles, Calif. Mr. Smith was formerly with the Brown-Gage Grain Company.

A site at Santa Cruz, Calif., has been purchased by the Santa Cruz County Farmer Bureau Exchange on which it will build a warehouse 50x150 feet.

George C. Harper, A. S. Harper and W. H. Bolen have incorporated as the Harper Hay & Grain Company at Seattle, Wash. Its capital stock is \$10,000.

S. A. Pennick has incorporated the Pendleton Flour & Grain Company of Pendleton, Ore. The business was recently purchased by him from N. J. Blydenstein.

The interests of Gene L. Payne in the grain and storage company at Douglas, Wyo., have been purchased by Leonard Shaw, who has taken possession and is now managing the business.

At Harrington, Wash., the Kessler-Perkins Grain Company has been incorporated. It has taken over the elevator and warehouse formerly operated by the Spokane Flour Mills at Harrington.

The Oneida Farmers Union of Malad City, Idaho, is to resume the buying of grain on a large scale. The union expects to cancel the lease of its elevator held by the Globe Grain & Milling Company.

The Ogden Milling & Elevator Company is to be conducted at Ogden, Utah, by W. H. Wilde and Ellis W. Wilde, his son. The Wildes were formerly connected with the Brigham City Roller Mill of Brigham.

To deal in grain, hay, etc., the Gilbert-Tryon Company has been incorporated at Oakdale, Calif., capitalized at \$75,000. The incorporators are: John B. Tryon, A. L. Gilbert, E. H. Gilbert and E. G. Ryan.

George A. Marshall, J. F. O'Bryant and E. E. Hoge have incorporated at Baker, Ore., to operate as the Marshall Grain Company. The firm will take over the business of the O'Bryant Grain Company.

The elevator of Mosher & Roberts at Flagler, Colo., is being enlarged and three bins are being installed over the driveway with capacity of 4,000 bushels. A four-bushel automatic scale has also been installed.

The Montana Mercantile Company is to build a modern grain elevator of 50,000 bushels' capacity at Dillon, Mont. replacing the old warehouse, which will be wrecked. It is expected that the building will be completed by the end of July.

R. J. Stephens and C. W. Gilshrap have incorporated at Spokane, Wash., as the Bluestem Grain & Trading Company, capitalized at \$10,000. The company has taken over the elevator and warehouse of the Bluestem Grain Company, formerly the buying concern for the Spokane Flour Mills.

FIRES-CASUALTIES

Gilman, Wis.—The feed, flour and grocery store of Adam Adler was totally destroyed.

Poland (Ardoch p. o.), N. D.—Fire destroyed the elevator of the Spaulding Elevator Company.

Hillview, S. D.—Fire of unknown origin destroyed the Farmers Elevator at this place on April 24.

Spokane, Wash.—The Spokane Seed Company's warehouse here burned. The loss amounted to \$80,000.

Torrington, Conn.—Fire damaged to the extent of \$12,000 the warehouse of F. U. Newcomb, grain dealer.

Spotswood, N. J.—Fire destroyed, with loss of \$30,000, the grain elevator of the Spotswood Grain Company.

Middletown, Iowa.—Fire on April 23 destroyed the elevator of the Farmers Cooperative Elevator Company.

Chicago, Ill.—Fire on April 19 destroyed the plant of the Western Feed Manufacturers, Inc. The loss amounted to \$30,000.

Curran, Ill.—The elevator of C. R. Lewis & Co., was destroyed by fire. The company's headquarters are at Springfield.

Yorkton, Sask.—The grain elevator of the N. Bawlf Grain Company, Ltd., located at this place was recently destroyed by fire.

Keytesville, Mo.—The elevator here owned by W. W. White and W. S. Owens of Brunswick was destroyed by fire. The building and contents were

insured. New machinery which had recently been installed and a quantity of wheat and oats were destroyed.

Rock Falls, Iowa.—Fire destroyed the elevator of the Hubbard Grain Company with loss of \$10,000. The elevator will be rebuilt.

Des Moines, Iowa.—Fire on April 11 destroyed the warehouse of Sargent & Co., grain and feed dealers. The loss amounted to \$10,000.

Concord, Ga.—On April 8 fire destroyed the feed mill and fertilizer plant of the R. F. Strickland Company. Loss \$40,000; no insurance.

Terry, Mont.—The elevator of the Columbus Elevator Company of Minneapolis, Minn., at this place and 3,000 bushels of grain were destroyed by fire.

Newville, N. D.—Fire destroyed the Farmers Co-operative Elevator Company's property together with 15,000 bushels grain. The building and grain were insured.

St. Louis, Mo.—Fire on May 4 destroyed the W. P. Miller Hay & Grain Company's warehouse, trucks and equipment. Loss was \$30,000. The company will rebuild at once.

Hope, Kan.—Fire destroyed the Farmers Union Elevator. The elevator contained several thousand bushels of wheat at the time. The origin of the blaze is unknown.

Earlville, N. Y.—Fire destroyed on March 7 the feed store of De Ruyter owned and operated by the Madison County Co-operative Association, Inc.

May 15, 1922

An explosion of the gasoline engine was the cause of fire. Loss amounted to \$25,000, partly covered by insurance. Arthur L. Smith is manager.

Carlisle, Ind.—The elevator of the Farmers Union Elevator Company was destroyed by fire. Sparks from a passing train was the cause. The loss was partly covered by insurance.

Alma, Mich.—Fire destroyed the De Rushia Elevator owned by Mr. Wheaton, together with 2,000 bushels' oats and other grains. The loss amounted to \$3,000; insurance, \$1,000.

Chicago, Ill.—Fire on April 20 destroyed the extensive hay warehouse and coal sheds of Adolph Eichenbaum. The whole structure was levelled by the flames. Mr. Eichenbaum is still operating.

Melrose, Texas.—The elevator and mill operated by the Morris Grain Company were destroyed by fire. The property was owned by the Anchor Milling Company but was leased by the grain com-

Ada, Okla.—The warehouse of the Ada Alfalfa Milling Company here was destroyed by fire caused by lightning. A quantity of oats, corn and equipment was also destroyed. Loss amounted to \$2,000.

Herrndon, Iowa.—The grain elevator was totally destroyed by fire on April 29, with the exception of office equipment. The coal shed, 500 bushels corn, 1,500 bushels oats, coal, and cement were destroyed. Insurance was \$6,500.

South Shore, S. D.—The Farmers Co-operative

Elevator was destroyed by fire on April 29, with a loss to owners of \$10,000. About 3,000 bushels of grain were also burned. Loss is partially covered by insurance.

Pilot Rock, Ore.—Fire destroyed the grain warehouses here owned by Henry Collins of Pendleton, Ore., and the Pacific Coast Elevator Company of Portland, Ore. Damages were \$9,000 and \$10,000 respectively.

Sunbury, Iowa.—A recent windstorm in this town, moved the elevator of the Farmers Grain & Lumber Company about four inches off its foundation and tore out the iron sheathing from the west and east side of the cupola roof.

Winona, Wash.—Fire destroyed the 80,000-bushel elevator and 100-barrel mill of the Superior Milling Company owned by the Neil Bros. Grain Company of Spokane, Seattle and Portland. Loss was \$150,000; 60 per cent was covered by insurance.

Webster City, Iowa.—Slight damage was done to the elevator and contents of the Webster City Elevator Company by fire. Loss amounted to \$2,000. The building was saved, and only the roof was burned; a quantity of shelled corn was water damaged.

Lisbon, N. D.—Fire on April 18 destroyed the elevator, warehouse and mill of the Dakota Milling Company. Spontaneous combustion was cause of fire. Loss \$125,000; insurance, \$65,000. The capacity of mill was 400 barrels; elevator, 65,000 bushels.

Lasier & Hooper Company, later becoming the Hooper Grain Company. With Mr. Hooper was interested E. G. Brown. In 1914 he retired and sold the Atlantic Elevator and disposed of his lease on the Grand Trunk Western. His widow, son and two daughter survive him.

LAWRENCE.—Clarence W. Lawrence, president of the Milwaukee Hay Company, of Milwaukee, Wis., died on April 15 at the age of 34 years.

MINOR.—Benjamin B. Minor died at Santa Ana, Calif. He was an old timer in the grain business in Indianapolis, Ind., having been engaged there for 35 years in handling grain. He joined the Indianapolis Board of Trade in 1888 when he opened a grain company as Minor & Cooper. He was a member of the Governing Committee of the Board for 20 years. About a year ago he went to California. Surviving him are two daughters and three sons.

ROBB.—On April 27 David Robb died aged 73 years at Pittsburgh, Pa. He was for more than 40 years engaged in the grain and feed business. His widow and two children survive him.

RUDDY.—A. C. Ruddy committed suicide by shooting himself. He was manager of the Farmers Elevator Company at Estelline, S. D.

SCHPEPS.—Aged 50 years, Joe Schpeps died at Rochester, Minn., following an operation. He was prominent in the grain, milling and baking industries in Texas. Widow, one son, and two daughters survive.

SENTZ.—H. W. Sentz died on February 25. He was general manager of the Charleston Milling & Produce Company of Charleston, W. Va.

SCHULTZ.—On May 14, after an illness of two years, G. C. Schultz died at his home in Chicago, Ill. He had been a member of the Board of Trade for 20 years. His widow survives him.

SEYMOUR.—Clarence Seymour died aged 73 years at Warren, R. I., on April 6. He was for a number of years a member of Seymour Bros., grain and feed dealers and operators of a grist mill at Warren.

WRIGHT.—John L. Wright died recently following an attack of asthma. He was 69 years old and was a retired grain dealer of St. Louis, Mo. He was actively engaged in the grain business there until about seven years ago. For a time during the war he was connected with the United States Grain Corporation.

WALWORTH.—H. S. Walworth died on March 24 at Hillsdale, Mich. He had been in the grain business there for many years.

WEISEMILLER.—Charles Weisemiller died from heart disease at his home in Oshkosh, Wis. He was a feed and flour dealer.

WILSON.—After an illness of several months' duration, R. C. Wilson died on April 18. He operated a grain elevator at Henning, Ill., for years.

OBITUARY

ABBOTT.—Robert M. Abbott died on April 14 at the age of 85 years. He was a grain and produce dealer at Davenport, Iowa.

ANDERSON.—Charles J. Anderson died at his home in Vega, S. D., on April 26 aged 42 years. He had been secretary of the March Farmers Elevator Company.

CARTER.—Zina R. Carter died on April 19 aged 76 years. He was connected with Z. R. Carter & Bro., flour and feed merchants and was one of the oldest members of the Chicago Board of Trade. He was president of this organization in 1898.

CONGDON.—Charles Bowen Congdon one of the "old guard" of the Chicago Board of Trade died recently at his home in Evanston, Ill. Mr. Congdon was a former associate of James Patten, Joseph Leiter and others and founded and headed Charles B. Congdon & Co. His widow, one son and four daughters survive him.

CROCKER.—The feedingstuffs trade lost a powerful exponent when William G. Crocker of Minneapolis, Minn., died. He has been prominent in the National Millers Federation and was chairman of its Committee on Uniform Feedingstuffs Law. Mr. Crocker was secretary of the Washburn-Crosby Company and was a director in the following companies: Louisville Milling Company, Louisville, Ky., Kalispell Flour Mill Company, Kalispell, Mont., Royal Milling Company, Rocky Mountain Elevator Company, Great Falls, Mont., and the St. Anthony & Dakota Elevator Company, Minneapolis.

CROSSEN.—C. H. Crossen, Sr., died recently as Ashton, S. D. He was for 20 years manager of the Crown Elevator now operated by the Great Western Grain Company.

EBY.—Ross Eby died on April 15 at Lancaster, Pa. He was connected with the Levan & Boyd Company, wholesale grain and feed merchants of Lancaster, Pa. For years he had been with Jonas F. Eby & Son which business was taken over by the Levan & Boyd Company.

EMPEY.—On April 4 after a long illness, Edward B. Empey died at Morningside, Iowa. He was president of the Morningside Elevator Company. He is survived by his widow, one son and one daughter. Mr. Empey was 54 years old.

GORMAN.—David Gorman, who was connected with the grain trade of Toronto and vicinity for more than 40 years recently died from heart disease. He was 74 years old. In 1910 he retired as manager of Messrs. J. Goodall & Co., of Toronto.

GRAFF.—Apoplexy caused the death of Charles Graff at Minier, Ill. He was well known for his activity in grain circles. He organized the Co-operative Grain Company at Sutter (Hopedale p. o.), Ill., in 1910. He is survived by his widow and four children.

HAMERUD.—Iver Hamerud died aged 48 years at Comstock, Minn., recently. He had been manager of the Farmers Elevator there for 10 years.

HAZARD.—On April 23, Archibald M. Hazard, died at Nice, France. He had been in the grain business in Buffalo, N. Y., in former years with his brother-in-law, Frank W. Fiske.

HARRINGTON.—D. Jerome Harrington died following an automobile accident. He was for many years operator of a grain business at Turners Falls, Mass., but retired a few years ago when he removed to Somerville. He was 77 years old.

HOOPER.—James Kimball Hooper died on April 20 after a long illness. He was for years one of the best known men in the Chicago oats business. He first engaged in the grain business as traveling representative for western shippers. Later he formed Hooper Bros. at Portland, Maine, and Hooper & Co. of Boston, Mass. In 1890 he came to Chicago and became manager of the cash grain department of Irwin, Green & Co., brokerage house. Five years later he joined D. S. Lasier and formed the partnership of Lasier & Hooper. After the failure of his banker, he reorganized as

FIELD SEEDS

PUBLICITY COMMITTEE FOR WHOLESALE GRASS SEED DEALERS

A Publicity Committee has been appointed by the Wholesale Grass Seed Dealers Association to attend to the publicity plans formulated at the recent meeting of the Association. The Committee comprises F. W. Kellogg, Milwaukee, chairman; C. C. Massie, Minneapolis; and M. H. Duryea, New York.

SOME SEED NONSENSE

One of our contemporaries published the following letter—"from a moderately sensible man to a seed merchant." We won't vouch for it, but here it is:

"Dear Sir—Having one-quarter acre of ground not used for anything but growing stones, I wish to make it into a profitable and attractive garden. Please send me one dozen strawberry seeds, one bee, with hive complete, one dozen plum seeds, ten square yards of grass, one concrete path, winding; six wallflowers, with six pieces of wall; one safety lawn mower, with patent apparatus for converting it into a safety razor. Also please send enough baskets to hold the strawberry and plum crops, and side and back combs for the honey. The grass should be green—not the withered kind I see in so many gardens—and the seeds of a flavor unsuitable for chickens.—Yours truly, 'A. F. OOL.'"

DEMAND FOR CATCH CROP SEEDS

The demand for catch crop seeds continued to improve during the week ending April 29, according to the weekly bulletin of the Department of Agriculture. Because of the late spring and floods in portions of the Mississippi Valley, many farmers probably will increase their acreage of millets, forage sorghums, and Sudan grass. In other sec-

tions more corn and soy beans may be planted than was planned for. In general, prices for most of these seeds were firmer or higher than the previous week. Sudan grass seed was quoted higher in all markets that handle large quantities of this seed.

In reviewing the seed situation during the month of April, it is noted that the demand for Red and Alsike Clover, Timothy, Redtop, and Orchard Grass hardly met expectations. Cold, wet weather was instrumental largely in curtailing sales of some of these seeds. The demand, however, for Sweet Clover and Alfalfa was fairly good and for Kentucky Bluegrass very good.

TIME FOR CUTTING CLOVER

F. W. McGinnis of the Farm Corps and Farm Management Division, University of Minnesota, University Farm in a recent article relative to the proper time to cut and hull seed Clover said:

"Greater care in the harvesting and storage of Clover seed is found to be necessary to increase the quality and quantity of the Clover seed crops and to insure a greater value on the market. More attention should be given to the productive operations which tend to produce seed low in germination, and to prevent it from becoming adulterated with weed seed.

"Medium Red Clover usually produces two crops each year. When the second crop is desired for seed the first hay cutting should be made early, about June 10 to 15. Early cutting is conducive to higher seed yield in the second crop. At this time some of the most important weed plants are clipped and not allowed to form seed. The most objectionable weed seeds that are found in great abundance are dodder, Canada thistle, curled dock,

and ox-eye daisy. The field as well as the seed planted should be free from these adulterants.

"The seed crop should be cut when all heads have turned brown. Cutting earlier results in shriveled seed; later, many heads break off easily, causing much loss. This later loss may be prevented somewhat by cutting while the dew is heavy.

"Hulling should be done as soon as thoroughly dry, or the Clover should be stacked and covered to shed rain. Prolonged rains at harvest time cause many of the seeds to turn brown, thus lowering the germination. A Clover huller should be used, but if one is not available most of the seed can be recovered with a grain separator, if set with full concaves and run at a high speed; however, some farmers have lost from 25 to 50 per cent of the seed when threshing with a grain separator instead of the Clover huller."

APRIL IMPORTS OF FORAGE PLANT SEEDS

The following table gives the forage plant seeds permitted entry under the Seed Importation Act for the month of April and for the 10 months ending April 30, with comparison of their corresponding periods a year ago.

Kind of seed.	April—		July 1, 1921—	July 1, 1920—
	1922, Pounds	1921, Pounds	Apr. 30, 1921, Pounds	Apr. 30, 1920, Pounds
Alfalfa	325,200	30,200	4,105,500	538,600
Canada blue-grass	162,100	160,900	1,012,700	1,094,500
Awnless bromegrass .....	.....	.....	13,000	8,600
Alsike clover	582,400	747,900	6,820,400	3,805,800
Crimson clover	169,000	159,500	3,322,100	2,947,100
Red clover	2,871,600	2,648,000	9,741,400	12,174,300
White clover	49,500	210,500	1,484,800	283,900
Alsike clover and timothy mixtures .....	.....	11,800	6,600	13,200
Alsike clover and Canada bluegrass mixtures .....	.....	.....	5,900	.....
Alsike clover, white clover, and Canada bluegrass mixtures .....	.....	.....	800	.....
Red and alsike clover mixtures .....	.....	.....	3,800	8,300
White and alsike clover mixtures	1,000	.....	36,300	1,600
Timothy, alsike, and red clover mixtures .....	.....	.....	3,200	.....
Grass mixtures .....	.....	4,500	43,100	4,500
Meadow fescue .....	.....	.....	500	.....
Broom-corn millet	120,200	.....	1,115,700	1,100
Foxtail millet	60,100	52,100	301,900	426,300
Orchard grass	111,900	.....	2,879,000	.....
Rape	84,100	519,900	3,959,300	3,600,300
Redtop .....	.....	.....	1,500	200
English rye grass	21,700	43,600	1,817,900	1,254,200
Italian rye grass .....	.....	6,700	769,500	482,800
Timothy .....	.....	.....	91,100	.....
Hairy vetch	261,700	267,700	1,702,000	928,600
Spring vetch	100	212,000	206,000	329,400

BEST SEED FOR MINNESOTA

Minnesota experiment station and substation men unite in recommending Marquis, a common bread wheat, and Mindum (Minn. No. 470), a Durum, for spring sowing, and Minturki (Minn. No. 1507), a Winter wheat, for sowing next fall. The recommendations are based upon the results of careful field trials carried on at the various stations.

Minturki wheat, produced at the Minnesota station by crossing Odessa, a very winter-hardy Russian wheat of low yielding ability, with Turkey wheat, will be in generous supply for planting for

another fall and can be obtained through the Minnesota Crop Improvement Association or by inquiry of experiment station men. This wheat excels in winter hardiness, but does not have the strength of flour of Marquis.

Early maturing oats, either Sixty-Day (Minn. No. 674) or Iowa 103, are especially recommended for planting in southern and west central Minnesota counties. Recommended medium maturing varieties are Victory, Accession No. 514; Minota (Minn. No. 572); Improved Ligowa (Minn. No. 281).

MILWAUKEE SEED SITUATION

BY C. O. SKINROOD

The most striking point in the April seed trade in Milwaukee was the large volume of shipments in the various lines, shipments which were much larger than a year ago.

Clover seed receipts for the past month were 226,606 pounds as compared with receipts a year ago for the corresponding month of 145,798 pounds. Both of these figures denote light trade from the standpoint of receipts, which is usual at this time of the year. Shipments of Clover seed, however, for the past month were 1,434,818 pounds as compared with 1,114,562 pounds for the corresponding month a year ago. Shipments were about one third over the previous year. Shipments of Clover seed for the past month were therefore between six and seven times as large as the receipts for the same month.

Receipts of Timothy seed for the past month were 231,415 pounds, as compared with receipts of 345,696 pounds for the corresponding month of last year. Shipments of Timothy on the other hand for the past month were 1,075,101 pounds as compared with shipments for the same month a year ago of 432,160 pounds, or more than twice those of the preceding year. As compared with receipts for the past month, shipments were between four and five times as large.

The official seed reports of the state of Wisconsin, which is the greatest Clover seed state in the union, indicate that there has been an unusual amount of winter killing, both of Clover and Alfalfa. Due to the open winter and the lack of snow, reports are coming from all parts of the state that Clover and Alfalfa had to be plowed up on a general scale and that a large amount of re-seeding will consequently be necessary. Some of the most prominent seed producing counties of the state were hardest hit by the cold weather and the lack of snow the past winter, so that it is practically certain that a smaller crop of seed will be the result.

The weather in May has been highly favorable for Alfalfa, Clover and Timothy fields and there is ample moisture so that whatever there is left of the plants, which have not been winter killed, will be assured of thrifty growth. Moisture has also been ample for Clover fields in all sections of the state.

The official market report on seeds by the Chamber of Commerce says there was some falling off in demand for seeds last month, largely owing to the unfavorable weather. Prices, however, were declared firm and the offerings not excessive. The flax market was very strong, advancing 27 cents, but other seeds were generally steady and unchanged.

The official market quotations at the present time are \$16 to \$25 for Red Clover, \$11 to \$18 for Alsike and \$32 to \$40 for White Clover. Timothy seed is quoted from \$4 to \$5 for the poor to good

quality and from \$5.50 to \$6.50 for the choice to fancy. Flax seed is selling from \$2.83 to \$2.85 for the No. 1, plus the freight differential.

The seed handlers of Milwaukee generally report that the season is over as far as the bulk of the trade is concerned, although there is still some demand for the late seeds as well as scattered buying of the standard early seeds. Millet, buckwheat, Sudan grass and other late sowed seeds are still moving in some volume with a number of the dealers.

Summarizing the opinions of the leading Milwaukee seed handlers, there is an unusual unanimity of opinion regarding the fact that there is a very small supply of seeds after the seasonal demand. What little there is in the way of seed remnants left will be cleaned up, dealers say, in the course of the next few weeks or months.

The eleventh hour demand for seeds came largely due to the fact that there was so much winter killing after the open winter. Many fields had to be plowed up unexpectedly and this caused a rush to the seedsmen to get the necessary clovers and other grasses. Raising of Clover seed in Wisconsin is reported to be more popular than ever because of the recent high prices of seeds as compared with the low priced grains. This will lead, dealers say, to farmers planning for increased acreage of seeds at the earliest possible moment.

Seedsmen of Milwaukee say their reports from the state on the seed crop are favorable, largely due to the mild weather and the abundant moisture which mean that the fields will get an excellent early growth and good root formation. Definite reports however, on the new crop will not be available for a month or six weeks but the situation, as far as disclosed now, appears to be bright.

LATE SEED SEASON IN NEW YORK

BY C. K. TRAFTON

For the greater part of the month of April trading in field seeds continued unusually active owing to the lateness of the season. As a consequence, stocks of practically all descriptions have been drawn down to small proportions. Hence prices in the main have been firmly sustained, the great majority showing no change compared with those ruling a month ago.

Red Clover has lost about 1 cent during the month, marking the termination of the season. Still, this variety is not weak as stocks are small and arrivals from abroad light, only 1,400 bags, compared with 11,100 during March. Germany reports that available supplies are extremely short with dealers asking 17 to 18½ cents c. i. f., New York. It is said that some Italian merchants have had unfortunate experiences with consignments to New York. The seed was consigned here in expectation of much higher prices, but when the market broke they were forced to accept as low as 13 cents in some cases.

Crimson Clover has been inactive, pending the opening of the new season, but prices are unchanged as there was no old crop carry-over and arrivals from abroad were lighter, about 1,670 bags, against 3,950 in March. Supplies are still very short in Germany and France with the latter country offering sparingly at 13 cents for good quality. The outlook for the new crop in that country is said to be poor. Experienced and well informed merchants are inclined to expect higher prices in the future, partly because of the lack of old-crop surplus, and partly owing to discouraging reports received from some producing sections. Although it is too early to give any definite figures, it is conceded that the acreage has been materially reduced.

As far as actual business was concerned, the real feature, according to some dealers was the continued activity in imported Alfalfa, which was in good demand from all over the country, east and west. As a consequence, prices are practically unchanged, in spite of much larger arrivals. The total for the month was about 5,270 bags, including 290 from South Africa. All spot stocks here have been picked up as soon as available and practically everything arriving up to date has gone into the ground. Hence there has been no accumulation. Argentina is now offering at 12½ cents c. i. f. for June shipments at which price some business has been done. The bulk of the seed arriving is said to be of very high purity and of beautiful appearance.

Alsike is without noteworthy change. Germany has been offering some high quality seed at 14 to 15 cents, but nothing has been done for import. There were no exports during the month.

Timothy has been inactive at the end of the exporting season, but prices are nominally unchanged. Only 150 bags were exported during the month, compared with 6,240 during March.

Fancy Kentucky Bluegrass has again supplied the price feature, advancing about six cents owing to extremely meager supplies. In fact, it is claimed that there is now no 21-pound seed in this market. There were no exports during the month.

There has been little interest in Canary, but the price is practically unchanged at 3¾ cents in bond.



AIRPLANE VIEW OF THE ALBERT DICKINSON CO'S CHICAGO PLANT

(Continued on Page 821)

HAY, STRAW AND FEED

ADOPTS NATIONAL HAY GRADES

The grades recommended by the National Hay Association for inspection of hay have been accepted by Philadelphia. This city will use the grades in their entirety for inspection work.

ANTICIPATE STEADY MARKET

In reviewing the hay situation of the last 10 days, The McQuillan Company, Inc., of Cincinnati, Ohio, say: Receipts of hay for the past 10 days have been less than the average run, but still enough to satisfy the demand.

Naturally, with such liberal rains, pasturage has caused a lessening of the usual demand, except for the top grades which are wanted by jobbers here, and in cities and towns tributary to this market.

Prices have been with the farmers busy, there is no material increase in receipts looked for immediately. The trade in general anticipates a steady market.

WINTER VETCH FOR HAY

Sandy and gravelly soils are not conducive to large yields of hay from Timothy and Clover, but the addition of 10 to 15 pounds an acre of Winter Vetch to the regular application of oats and grass seeds will increase the hay yield considerably. The College of Agriculture at Ithaca, N. Y., has made the suggestion that the Winter Vetch be planted with the grass and oats.

The Vetch lives over the winter and comes on in the new seeding time. The fertilizer treatment found satisfactory for oats is favorable to Vetch. It must be inoculated for seeding on land where it has not been grown before. The county agent and the college at Ithaca can furnish information regarding this.

HAY ARRIVALS LIGHT

Toberman, Mackey & Co., of St. Louis, Mo., in letter of May 11, say:

The arrivals of hay continue light on both sides of the river. The demand is good on the better grades and fair on the medium grades. There is no change in prices and we do not look for any change in the receipts; in fact we look for them to continue about as they are for some time and we expect to see the market remain firm at prices that have prevailed for the last 10 days. We would urge you to make quick shipment of your hay if you can.

No good Clover on the market and it is selling well and a good inquiry for the medium and low grades, prevail.

Choice Alfalfa in good demand but low grades are dull and draggy and hard to place.

Prairie hay is under light receipts; good hay is in demand but medium and low grades dull and hard to place.

Straw market steady.

HAY RECEIPTS LIGHT AT ST. LOUIS

BY S. F. LARRIMORE

Receipts of hay in the St. Louis market for the past month have been very light, and shipments coming in have not been more than enough to take care of the immediate needs of the trade. A slight increase occurred several times during the month, but the surplus was used up in a very short time. The quality of receipts have been rather poor, with but a small quantity of high grade hay coming in. The extreme high water throughout the Mississippi Valley has had considerable effect, both in preventing the farmer from taking his hay to market, and in ruining a great deal of his pasturage, making it imperative that he retain sufficient hay to tide his own stock over until some can be cut and cured. No doubt this will have considerable effect upon the hay receipts at all terminals. Hay prices at St. Louis are expected to remain firm and a strong market looked for. It is not considered advisable to hold, however, as hay of this season crop will soon begin to arrive, and naturally will put a crimp in prices on last year's crop.

The Timothy hay market continues to rule steady at the late advance, under continued moderate receipts and good local demand for the better grades. There is also a fair demand for the medium grades. The movement of Timothy hay to market is moderate and will undoubtedly continue so.

Light Clover Mixed is firm, with continued light receipts. Everything offered here is readily absorbed upon arrival. Heavy Clover Mixed is firm, with a good local demand at top prices. Pure Clover hay is scarce and there is a strong demand

for it. Pure Clover will command top prices in St. Louis right now, according to local dealers.

The Alfalfa market is steady on the better grades, with the medium grades quiet. There continues an excellent unsupplied local demand for high grade soft Alfalfa, suitable for the dairy trade, but the lower grades are in liberal supply and are dull.

The Prairie hay market is steady and quiet. There is a fair demand for good high grade prairie, but very little demand for the poorer grades. Straw is in fair demand, and is quoted at \$7.50.

CHICAGO WANTS THE PLUGGING SYSTEM

BY JOHN H. DEVLIN

Kansas City, Cincinnati, Omaha, and several other smaller markets now use the plugging system for the inspection of hay. The adoption of this system facilitates unloading, selling and distribution of hay and its advantages are such that the hay receivers of Chicago have long since recommended to the railroads entering Chicago, that they furnish facilities in some outlying yard which will make it possible to put the plugging system in practice and materially promote the growth of the city as a hay distributing market.



At the present time the St. Paul Yards are located at Division Street. These are the only exclusive hay yards in Chicago. All others handle various kinds of freight besides hay, which makes for congestion. The St. Paul Yards, however, are not wide enough to afford facilities for the adoption of the plugging system. The Northwestern Yards are at Kinzie Street, and the Pennsylvania at Forty-seventh Street. Four roads use "The Hole" at Twelfth and Clark Streets, the Burlington has yards at Sixteenth and Halsted Streets, and the Soo Line at Fourteenth and Clark Streets. The Illinois Line has yards at South Water Street.

After examination of the North side by experts, it has been thought this territory could be served by a plugging track at Crawford and Division Street near Elsmere and that a South side plugging track could be established on the Chicago Junction Railroad which now handles at least 50 per cent of hay arriving in Chicago. Cars would be switched direct from plug tracks to various industries for immediate unloading. If the buyer happened to be a small one who had no warehouse on a side track, a car could be shipped to the unloading track nearest to him and probably eliminate several blocks' hauling.

On the North side track at Kinzie Street, at present, only those consumers in the immediate vicinity are accommodated. This is more or less true of all tracks; while if there were one large plugging track at the North and one South a large number of buyers would be secured for each particular car that was up for sale. It would do away with the various groups of buyers and help get better prices with more convenience to all interested.

In order to install the plugging system of inspection it would be necessary further for the railroads to furnish platforms so that it would be possible for the hay receivers to have removed from each car sufficient hay to enable a thorough inspection of the entire contents of the car. Each car of hay would then be sold while still in the plugging yard and switched to final destination in the city.

It has been shown that from 75 to 90 per cent of the cars of hay arriving on the Chicago market and which have been placed for unloading on the downtown team tracks are switched back to various industries for unloading, necessitating a back-haul. By adoption of the plugging system there would be no back-hauls on hay consigned to Chicago. Furthermore, adoption of the above system of inspection and sale of hay would bring a saving of from one to two days in the unloading time of each car, a considerable saving to both buyer and seller.

Conditions in the Chicago hay trade would be improved immensely if the receiver could give an inspection certificate. The doorway inspection always leaves a loophole for misunderstanding and future trouble. If the hay were inspected the same as grain, the shipper would get a certificate at once, showing the nature and contents of the car. It would benefit Chicago hay trade greatly as shippers are using those markets where they can get this service. Definite reports could be given, such as so many cars of No. 1 Timothy, etc., sold at such and such a price. Under present conditions Chicago quotations are given as No. 2 Timothy and No. 1 Clover Mixed, sold at price range of \$23 to \$25.

Better service is given where a definite number of cars sold are quoted with the grade and price for each.

Railroads would be benefitted by the time saved in releasing the car. It would give the railroad a longer haul. It is hazardous at present to ship to the South, to a market like Memphis for instance, under cardor inspection, as the shipper cannot guarantee the grades. This would be different under the plugging system. A car of No. 2 Timothy would go South with the certificate of No. 2, leaving no uncertainty and no chance of a come-back.

Chicago would thus become a larger distributive market for hay.

OMAHA HAY EXCHANGE ELECTS OFFICERS AND DIRECTORS

The Omaha Hay Exchange, at a meeting elected three directors to replace the directors whose terms had expired. The retiring directors were: W. A. Ellis, C. M. Rice, and M. J. Ryland. Those elected were: M. J. Hyland, Henry Foley, and L. G. Frohardt. The directors elected the following officers for the year: Nels Parsons, president; L. G. Frohardt, vice president; Henry Foley, second vice president; M. J. Hyland, secretary, and Edward A. Knapp, treasurer.

The Omaha Hay Exchange was organized to furnish a stable market for hay and to establish grades of hay shipped into Omaha so that the grower could obtain the benefits of a regular market with a better price. A system of inspection has been instituted which has proved of great benefit to every shipper in the state. Nebraska ranks high as a hay state both in wild grasses, Alfalfa and other cultivated hays.

THE KANSAS CITY HAY MARKET

BY H. S. BROWN

Prairie and Timothy hay have met with a good demand the past few weeks and prices have been strengthened moderately, while Alfalfa has shown occasional weakness, chiefly as a result of the poor quality of most of the offerings. Prairie has made gains of 50 cents to \$1 a ton, the better grades generally showing the most advance, and Timothy has risen \$1.50 to \$2. Choice alfalfa has dropped \$1 to \$2 and other grades have been quoted unchanged to about 50 cents lower. Light offerings of Clover Mixed have been in fairly good demand at advances of \$1.50 to \$2.

The movement to this market has been of moderate proportions. Arrivals in April were 1,861 cars, an increase of 586 over the corresponding month a year ago. Compared with the 10-year April average, there was a decrease of 366 cars. Indications point to continued moderate receipts this month.

As a rule the outlook for the new crops in the Kansas City trade territory is excellent. Spring rains have been unusually abundant and there is moisture enough to last for several weeks at present, and enough to insure good yields unless there is a hot dry summer. Growth of pastures has been held back a little by cold weather, but conditions are favorable for later development. There has been less pasturing of wheat fields than for several seasons.

HAY BUOYANT IN NEW YORK

BY C. K. TRAFONT

Immediately subsequent to our last review the hay market was inactive and somewhat narrow. Momentarily buyers were inclined to hold off as much as possible as they considered prices high and looked for concessions on cost because they supposed that receipts would become larger. It was the general impression among the buying element that with the approach of warmer weather farmers and country shippers would be more inclined to accept slightly lower bids, and therefore there was a tendency to draw down local stocks rather than make noteworthy contracts for forward shipments from the interior.

Suddenly there was a radical change, quietude giving place to greater activity. It was the general impression among sagacious and experienced members of the trade that local dealers and distributors had been holding off too long, that they had permitted their stocks to run down to what might be considered a dangerously low plane. Consequently they found it necessary to come into the market for larger supplies, but unfortunately for them they found it difficult to secure ample quantities because the receipts proved to be decidedly disappointing, being far lighter than forecast. This was particularly true of good to choice grades, and notably of Timothy and Light Clover Mixed. Indeed, the receipts of No. 1 Timothy were so extremely meager as to compel almost all buyers to turn their attention mainly to No. 2, and therefore the latter grade ruled strong as well as the fancier descriptions.

On the other hand, the arrivals of inferior or poor trash were more than ample. Some of the hay received was so poor—mere trash—that it was almost impossible to induce buyers to take it at any price. As a result it was extremely difficult to make

sales for sufficient to equal freight and other charges. This serves to again confirm our previous contentions as to the absurdity of shipping such inferior stuff to this market as it is not saleable excepting at a loss. Obviously, it would be far better for the farmer to keep the hay on the farm, even if it had to be thrown on the manure heap. As it is, such trash only creates needless trouble, and frequently ill-feeling, as no one concerned is in the least satisfied.

It was stated in explanation that the limited receipts were due to the fact that farmers had been making small deliveries to country stations because they were too busy with their usual spring work. Trade in straw has been decidedly circumscribed because of the insignificant supplies and the much higher prices asked.

VARIETY IN A RATION

It is sometimes important in feeding animals, and particularly pigs, to remember that a variety of foods in a ration often gives better returns than rations restricted to a single or a few foods. Thus it is seldom possible to get really good results from a mixture of seeds and their products when fed to young growing animals, pregnant animals, or animals in milk. The proteids of the seeds have often a low biological value, their ash constituents are deficient in soda, lime, and chlorine, and they contain too little of those mysterious, hitherto unidentified, growth-producing substances known as vitamins A and C. Dairy by-products and green leaves contain the right things to supplement the grains and make a complete food. For this reason we should always try to include in the diet of young animals and mothers a certain proportion of dairy by-products, grass (good hay), leguminous herbage, or other leafy material. Fish meal, flesh meal, and blood meal are also useful supplements for the seeds.—D. W. Stewart in the *Scottish Journal of Agriculture*.

LADINO CLOVER IN IDAHO

Ladino or Mammoth White Clover has during the last four or five years grown to be of considerable importance as a forage crop in Idaho, says Prof. Bonnett in recent discussion. This Clover is abundantly cultivated on the irrigated lands in Lombardy, a province of Italy, where it was probably first developed.

Ladino Clover is a giant type of White Clover, producing a taller plant and therefore a heavier yield of forage than the common White Clover. In appearance, it is somewhat intermediate between the White Dutch Clover and Alsike. It is not especially hardy, but readily survives the winter conditions throughout the irrigated portions of Idaho west of American Falls.

It was first introduced into Minidoka County in the vicinity of Rupert, the first seed coming from the United States Department of Agriculture. Attention was called to it because of the greater pasturage secured as compared with Bluegrass and White Dutch Clover generally used in that area. After a few seasons' trial as a pasturage crop, the demand for seed became so great that the older fields were left for this purpose. While there is only approximately 100 acres of this Clover in the state, it promises to become an important crop for both the seed grower and the livestock farmer.

The region suitable for seed production is limited, but the crop can be used for pasture over a large area of the United States. A ready market should be readily found, therefore, for pure seed of this variety. The return from its use as a pasture crop in the irrigated area of Idaho, justify its substitution for White Dutch Clover.

REFILLED FEED SACKS UNDER SUSPICION

Some feed dealers are refilling used feed sacks stamped or printed with the name of the manufacturer and the brand name of the feed that was originally in the sack, so that the names and brands are not true in reference to the feed in the sack after refilling, according to officials of the Bureau of Chemistry, United States Department of Agriculture, who are charged with the enforcement of the Food and Drugs Act.

A feed dealer of Iowa was recently cited to a hearing under the Federal Food and Drugs Act for shipping into interstate commerce a molasses feed in bags which he had refilled but which bore the name of another feed manufacturer. The sacks also bore a brand name under which the original owner of the sacks sold a stock feed of much higher grade than the feed with which the sacks were refilled.

The Federal Food and Drugs Act does not require the name of the manufacturer or the brand name to appear on sacks of feed coming within its jurisdiction, according to officials of the Bureau, but if the name of the manufacturer and brand are given on the sack they must be true. The Food and Drugs Act prohibits the use of any statements on foods or feeds that are false or misleading in any particular.

A dealer who contemplates refilling used feed sacks on which is printed the name of another manufacturer or any statements that are not correct

when applied to the product he uses in refilling the sacks should be very careful to see that all such statements are obliterated.

Inspectors have been instructed to look out for interstate shipments of stock feeds which are adulterated or misbranded in this or any other particular. Appropriate action will be taken in all cases found to be in violation of the law, it is said.

FEED BRANDS REGISTERED

154,084. Baled hay. Christian M. Link, Attica, Ohio. Filed October 27, 1921. Serial No. 154,656. Published January 10, 1922. Registered April 4, 1922.

153,529. Mineral feed for animals and poultry. Shores-Mueller Company, Cedar Rapids, Iowa. Filed August 1, 1921. Serial No. 151,236. Published December 13, 1921. Registered March 21, 1922.

153,540. Dairy feed. R. M. Stegall, Chattanooga, Tenn. Filed July 9, 1921. Serial No. 150,206. Published December 6, 1921. Registered March 31, 1922.

152,740. Cattle and stock feed. Samuel Preston Davis, Little Rock, Ark. Filed July 2, 1921. Serial No. 149,950. Published November 8, 1921. Registered March 7, 1922.

152,741. Cattle and stock feed. Samuel Preston Davis, Little Rock, Ark. Filed July 2, 1921. Serial No. 149,952. Published November 8, 1921. Registered March 7, 1922.

152,755. Mixed feeds used for domestic animals and poultry. Edgar-Morgan Company, Memphis, Tenn. Filed June 9, 1921. Serial No. 148,877. Published October 4, 1921. Registered March 7, 1922.

152,791. Poultry food, animal feedingstuffs, vegetable oils, flours, meals, cereals. Globe Grain & Milling Company, Los Angeles, Calif. Filed October 5, 1920. Serial No. 137,935. Published September 27, 1921. Registered March 7, 1922.

152,923. Poultry feed. Omaha Alfalfa Milling Company, Omaha, Neb. Filed May 26, 1921. Serial No. 147,982. Published October 18, 1921. Registered March 7, 1922.

153,011. Dairy feed. R. M. Stegall, Chattanooga, Tenn. Filed May 9, 1921. Serial No. 147,474. Published November 8, 1921. Registered March 7, 1922.

153,020. Poultry feed. Charles L. Teuteberg, St. Louis, Mo. Filed May 9, 1921. Serial No. 147,478. Published October 25, 1921. Registered March 7, 1922.

WHEN TO CUT ALFALFA

Larger yields are obtained from fields of Alfalfa when the cutting is delayed until the plants are in full bloom. The stands, too, are maintained in better condition when this is done.

The best quality of hay is obtained when most of the curing takes place in the cock, but in regions where rains are of frequent occurrence the method that will put the hay in the mow or in the stack with the least exposure to unfavorable weather will be the most satisfactory. Hay caps are helpful, but increase the cost of handling.

Alfalfa hay may be stored with least loss in the barn, but the loss in stacking may be reduced to a minimum by giving proper attention to building and covering the stacks. When Alfalfa still carrying considerable moisture goes into the mow or stack a brown or black hay usually results. Brown hay is equal in palatability to green hay, but it does not bring as high a price on the market.

Alfalfa hay is equal, if not superior, in palatability and feeding value to hay made from any other crop. It is more than a maintenance ration for most classes of live stock, but it is not an economical practice to feed it alone, as results are most satisfactory where a small quantity of grain is fed with the hay.

As a pasture crop Alfalfa must be grazed with care; otherwise the stands may be seriously injured, if not destroyed. Hogs do exceedingly well on Alfalfa pasture and are less likely than other animals to injure the stand. The best grazing practice in the East is to run only a few hogs to the acre and make the usual cuttings of hay. Because of the danger of bloat, care should be taken in pasturing cattle and sheep on Alfalfa.

As a soiling crop Alfalfa is very satisfactory for cattle, but if the stands are to be maintained the fields should be cut no more frequently nor in an earlier stage of development than when hay is to be made.

The straw that is left after threshing a seed crop is considered worth one-third to one-half as much as Alfalfa hay, for feeding purposes. It should be fed in tight-bottom mangers, as considerable waste results when it is fed from the stack or on the ground.

Alfalfa makes good silage if thoroughly packed to exclude the air, but experience indicates that as ordinarily put up on the farm this silage will not keep as long as corn silage. This can be remedied by mixing molasses, corn, sorghum, or grass with the Alfalfa. Only when weather conditions are favorable for haymaking should Alfalfa be put into the silo.

Alfalfa is not suited for use as a green-manure crop. It apparently gives satisfactory results as a permanent cover crop in irrigated orchards in cer-

tain parts of the West. In irrigated and humid sections increased yields of most crops except legumes are produced on land that has been in Alfalfa several years.

Factors which should be carefully considered by a prospective entrant into the Alfalfa-meal industry are the cost of the plant, the availability and cost of hay, the shipping and marketing facilities, the availability of labor, and the climatic conditions.

INSPECTION OF HAY

Car-door inspection of hay, although the most common method used, is of comparatively little value to the hay trade under present conditions, says the United States Department of Agriculture. The most serious objection to car-door inspection, it is said, is that the hay at the doors may not represent truly the average grade of the entire load.

Department Bulletin 980, Inspection and Grading of Hay, recently issued by the United States Department of Agriculture, describes methods of inspection in use today, indicating the merits of each and giving information obtained by a comprehensive study of the subject recently made in the leading hay markets of the country. The information is presented so as to be of interest to all agencies engaged in the production and marketing of hay, including the producer, the shipper, the track buyer, the commission man, the terminal wholesaler and shipper, the broker, the distributor, and the consumer of market hay. An effort is made to present the problems of each agency.

At present the only conditions under which a car-door inspection will be accepted by receivers, it is said, is when the receiver knows from past dealings with a particular shipper that the shipper loads his car uniformly. In event such a shipper is unable to load in this manner he notifies the receiver in the invoice as to the amount of each grade in the car.

Sample inspection is used but little in terminal hay markets. It is somewhat similar to car-door inspection, but is less dependable, except under ideal local conditions. The several handfuls of hay pulled from one or two bales in the car are taken for granted as truly representative of the entire car. But as these are usually taken from the door of the car there is the chance that they are not representative.

Plug inspection is the newest method of inspection, and has been in vogue only a few years. While looked upon as much better than car-door inspection, plugging, in the opinion of some hay dealers, does not really give the grade of all the hay in the car unless it is thoroughly done.

Copies of the bulletin may be had free upon application to the Department at Washington, D. C.

MORE HAY GROWN AND USED THAN TEN YEARS AGO

The hay business is not a thing of the past, and there is no indication from statistics of several Government agencies that it is going to pass. While transportation difficulties, high freight rates, and high marketing costs may depress the hay business temporarily, and motor vehicles may displace horses to an appreciable extent, the figures show that there is just as much hay being produced and consumed as there was 10 years ago, and that the only change which has taken place in the hay business is the redirection of the product through new marketing channels into new market centers.

Since 1910 the annual production of both wild and tame hay has increased according to figures compiled by the Bureau of Markets and Crop Estimates, United States Department of Agriculture. The 1920 crop was larger than the 1910 crop by approximately 25,500,000 tons. The 1921 crop is estimated as less than the 1920 crop, but 12,000,000 tons larger than the 1910 crop.

Certainly, so far as production alone is considered, the hay business is a long way from being a thing of the past, unless more hay land is being devoted to pasture.

In the absence of figures showing the consumption of hay, the agencies of consumption—the horses and cattle in the United States—are the only available indices as to consumption. In 1910 there were approximately 35,500,000 horses, mules, milk cows, and other cattle on farms. By 1921 the number had increased to a little over 61,000,000. Of horses and mules on the farms there were 1,139,000 more in 1921 than in 1910. There are more milk cows and the number of cattle increased from 41,178,000 in 1910 to 42,870,000 in 1921.

In the cities where large quantities of Timothy and mixed hays were formerly consumed, there has been a large reduction in the number of horses, but the number of mules, dairy cows and other cattle has materially increased.

According to the Bureau of Public Roads, the number of motor vehicles licensed in 1910 was approximately 500,000 while in 1920 the figure was 9,231,941. The Bureau of the Census estimates that on January 1, 1920, there were on farms 139,169 motor trucks, 246,129 tractors, 2,146,512 automobiles, but despite the great number of automobiles on farms there are more horses and mules than there were 10 years ago. Of the total number

May 15, 1922

of farms in the United States on January 1, 1920, only 2 per cent had motor trucks, 3.6 per cent had tractors and 30.7 per cent had automobiles.

The reduction of nearly 1,500,000 horses in cities has unquestionably been caused by the enormous increase in the number of motor cars over a 10-year period, and this situation is reflected in commercial receipts of hay in cities where demand is largely for local consumption. At the five markets—Boston, New York, Philadelphia, Baltimore and Chicago—the combined receipts of hay in 1920 totaled 430,053 tons, as compared with 978,312 tons in 1910, or a falling off of about 55 per cent in the 10-year period.

It is variously estimated that only 15 to 20 per cent of the hay produced enters commercial channels. On this basis, between 16,000,000 and 18,000,000 tons of the 1921 crop were marketed commercially. This is about 5,000,000 tons more than was marketed commercially in 1910, if it is assumed that the same percentage of production in 1910 was marketed.

But if consumption during 1920 in the large consuming markets was 55 per cent less than in 1910, what became of the increased marketable surplus? Estimates by various agencies do not show any material reduction in the quantities of hay entering commercial channels, and it, therefore, appears that the quantities formerly going to city markets are being absorbed by interior markets. Statistics from Kansas City show that receipts for 1910 were 301,448 tons and in 1920 were 559,860 tons. If conditions respecting receipts at this market are representative of conditions at other distributing markets the explanation is that, while consumption has fallen off in cities, it has increased in rural sections. The increase in the number of hay-feeding animals on farms would tend to confirm this conclusion.—U. S. Dept. of Agriculture.

A new feed and flour business has been opened at Burden, Kan., by C. Harris.

A feed and produce business is to be conducted at Montgomery, Mich., by P. A. Barr.

W. T. McGriff has opened a new feed business at Hutchinson, Kan. Feed and hay will be handled.

A feed, flour, and grocery business has been opened at Selmer, Tenn., by T. L. Anderson.

A feed and flour business has been opened at Hartford City, Ind., by Homer Martin and Elmer Cale.

A retail store is to be opened at Watertown, N. Y., by Weldon & Weldon, dealers in feed and flour.

A wholesale feed and flour business is to be conducted at Pine Bluff, Ark., by J. Q. Cook and his son.

Eugene E. Hedrick has rented the Glenwood Feed Mill at Glenwood, Minn., and has opened it for business.

The Henley & Pendleton Company of Eterville, Mo., has made plans for closing down its feed business.

A feed and flour store is to be conducted at Winona, Kan., by J. W. Messler as the Messler Feed Store.

The Bannister Grain Company of Bakersfield, Calif., has made plans for installing a poultry feed mixing plant.

To deal in hay, building supplies, etc., the General Supply Company has been incorporated at Fair Oaks, Calif.

A feed grinder is to be installed and larger feed and seed house built by the Farmers Co-operative Company of Goodland, Ind.

The Sterling Flour & Feed Company at Sterling, Ill., has been purchased from L. G. Stormes by John R. Connell of Clinton, Iowa.

The Farmers Co-operative Association will build a warehouse at Olmitz, Kan. It will be used in handling feed, flour, cream, produce, etc.

The interest of A. L. Key in the Concordia Poultry & Feed House at Concordia, Kan., has been purchased by Robert Scott of Lincoln, Neb.

A wholesale feed company has been organized at Van Buren, Ark., for Glenn Crockett and O. T. Goldsmith. They began operations the first of May.

Capitalized at \$10,000, the Perry & Leslie Feed Company has been incorporated at Krypton, Ky., by J. C. Baker, J. M. Eversole, Jr., and D. W. Shepherd.

The Morrow Milling Company of Charleston, W. Va., now controls the wholesale and retail feed, flour and hay business of Goff & Sarver at Charleston.

A new feed and flour store has been opened at Amherst Junction, Wis., by Frank Sroda & Sons Company on the site of the building destroyed by fire.

The Loomis-Curry-Smith Company has been organized at Chicago, Ill., to manufacture and sell feeds. The company is composed of old timers in the feed business; Edward J. Loomis, president, was former member of Edwards & Loomis, feed manufacturers; T. Pomeroy Smith, vice-president;

J. Clifford Curry, George Luce, Rupert Smith, Frank Davis. They will manufacture the "L-CS" brand of feeds.

The Dale Milling Company of Dale, Ind., has purchased the Freudenberg Feed Store. It will be known in the future as the Schaaf Flour & Feed Store.

The feed business and mill of Frank Bird at Flemington, N. J., have been sold by him to Rufus Mathews and George A. Berksaw. Possession given April 1.

An interest in the Groton Feed Company of Groton, N. Y., has been purchased by C. R. Gleason. He will operate with G. C. Rounselle and A. F. Metzger.

A \$10,000 warehouse is to be erected at El Reno, Okla., for the Waldo Alfalfa Milling Company replacing the one which was destroyed by fire a few months ago.

Kenworthy Grain & Milling Company, of Tacoma, Wash., has made improvements on its feed mill in South Tacoma. Additional equipment has also been installed.

The feed and flour business at Newark, Ohio, formerly conducted by G. N. Zlaket has been purchased by the M. O. Drumm Company. Possession was given April 1.

Capitalized at \$25,000, the Booth Fuel & Feed Company has been incorporated at St. Paul, Minn. The incorporators are Ollie Booth, N. A. Beaton and M. S. Beaton.

The Jennings Feed Store at Elmira, N. Y., has been purchased by the Bennett Incinerating Company from Fred L. Jennings. The company took possession March 1.

The business of the Wayne Feed Company at New Castle, Pa., has been purchased by the New Castle Feed & Coal Company. The new owners have taken possession.

The feed business of Robert Masterson of Riley, Kan., has been sold to Clarence Crowl, W. S. Timmons and N. A. Johnsmeyer. Possession was given new owners on May 1.

The Hamilton Agricultural Company has been incorporated at Hamilton, Ga., capitalized at \$15,000. The company will operate feed mill, gin, cotton storage warehouse, etc.

The feed plant of Brewer & Co., at Olympia, Wash., has been improved. The J. J. Ross Mill Furnishing Company has installed the latest in pulverizers, grinders and separators.

E. C. Dreyer has sold his interest in the Mid-West Flour & Feed Company of St. Louis, Mo. He will devote his entire time to the Dreyer Commission Company of which he is president. Ru-

dolph and William Altenberd have taken over the Mid-West company incorporated with capital stock of \$10,000.

The Carnegie Feed & Supply Company of Carnegie, Pa., has built a fireproof building there. Loading and unloading facilities are of modern type.

The feed mill of the Syres-DeLoach Grain Company at Plainview, Texas, which the company built last year is to be enlarged. The company will make a specialty of poultry feed.

A feed and flour business is to be conducted at Raton, N. M., for the M. O. Drumm Company. The company has been in the grocery business but has disposed of that branch of its business.

The hay and coal business of J. E. Wilson at Timewell, Ill., has been purchased by the Lewis Grain Company of Springfield, Ill. The new owners will erect an elevator costing \$4,500.

Half of J. H. McKinney's interest in the Farmers Exchange at Springdale, Ark., has been sold to S. F. Clarkson. The company will conduct a wholesale business only in feed and flour.

The feed and flour business of G. E. Cale at Sarcocoe, Mo., has been sold to the Victor Milling Company. The company also purchased the feed stock of J. E. Hall. Possession was given April 1.

To handle feed and grains, the Waterbury Check-board Chow Company has been incorporated at Waterbury, Conn., capitalized at \$10,000. George H. Jenkins, R. A. Black and W. K. Woods are interested.

The feed plant of Miller & Bower of Blandinsville, Ill., has been enlarged in capacity. Two 50-horsepower motors, a Bauer Attrition Mill, crusher and Victor Combination Sheller and Cleaner have been installed.

W. O. Hunsicker and W. H. Keeney of the Clover Leaf Milling Company have joined the organization of the Flory Milling Company of Bangor, Pa., feed manufacturers. Mr. Hunsicker takes over the sales managership of the poultry feed end of the milling company.

To buy, sell and trade for commission, feed, flour, sugar, and staple articles of merchandise, the Independent Service Corporation of Milwaukee, Wis., has been incorporated, capitalized at \$25,000. Louis J. Stroble, G. F. Grundman and Ray L. Griggs are interested.

To manufacture and deal in feedstuffs and fertilizer, the Midwest Food & Fertilizer Company, an Illinois corporation, has been granted a charter to operate in Indiana. Its capital stock is \$38,500. Its Indiana representative is W. R. Patterson of Hessville, Ind.

TRANSPORTATION

REVENUE FREIGHT LOADING

Revenue freight loading jumped from 714,088 cars in the week ended April 22 to 758,286 cars in the week ended April 29, an increase of 44,198 cars, according to the weekly report of the car service division of the American Railway Association.

The loading for the week ended April 29 and the corresponding week of 1921 was as follows: Grain and grain products, 36,398 and 34,097; live stock, 30,488 and 29,727; coal, 75,632 and 143,860; coke, 7,952 and 4,777; forest products, 59,112 and 48,085; ore, 14,053 and 7,776; merchandise, L. C. L., 242,565 and 216,187; miscellaneous, 292,086 and 236,575; total, 1922, 758,286; 1921, 721,084; 1920, 200,960.

CAR SURPLUS AND SHORTAGE

A slight drop in the number of surplus freight cars in good order was reported by the car service division of the American Railway Association for the period, April 23-30, the total being 371,538, as against 371,764 in the period April 15-23. The average daily shortage was 842 cars.

The surplus was made up as follows: Box, 88,305; ventilated box, 5,184; auto and furniture, 1,164; total box, 94,653; flat, 7,077; gondola, 122,651; hopper, 112,426; total, all coal, 235,077; coke, 5,387; S. D. stock, 13,775; D. D. stock, 1,416; refrigerator, 8,700; tank, 562; miscellaneous, 4,891.

The car shortage was made up of 369 box, 84 flat, 374 coal, 10 refrigerator and 5 miscellaneous cars.

FARMERS AND THE RAILROADS

Henry C. Wallace, Secretary of Agriculture, in an address before the Academy of Political Science in New York, last month on the subject, "The Farmers and the Railroads," said:

"Either freight rates on agricultural products and on the principal commodities the farmers need to buy must come down quickly to about pre-war

levels, or prices of agricultural products must increase sufficiently to equal the increasing freight rates, or there will be profound readjustments in agricultural production, and these will involve readjustments in industry as well.

"Cherishing the hope that present high freight rates are temporary, the farmer is struggling to continue his farming operations without material change, and in the meantime casting about for ways by which he may overcome the handicap imposed upon him. The fruit and truck growers of the Far West and Southwest, for example, are turning to water transportation, and with the better adaptations of vessels to their needs may find in this way some measure of relief from the high freights. The wheat growers of the West also are using the shorter haul to water for export grains. To illustrate what is happening in this respect, 53 per cent of the wheat exported from this country in 1913 went out through the Atlantic and Canadian ports. In 1921, only 24 per cent passed through the eastern ports. In 1913, the gulf ports handled 31 per cent of our export wheat, and in 1921 slightly more than 59 per cent. Last year the east and west rail lines, which formerly handled the bulk of our grain, were running small trains with light loads, while the north and south lines in the surplus producing country, which had formerly handled less than one-third of our export grain, were hauling long trains, heavily loaded, and our southern ports were congested with cars of grain waiting for ships that might be unloaded.

"In the case of crops for domestic consumption grown in the great surplus states east of the Rocky Mountains, water transportation is not available. The farmers in these states must use railroad to ship their surplus to market and the continuation of the present high rates must inevitably reduce the tonnage of coarse grains and hay shipped to the East. We hear some criticism of the agricultural schedules of the tariff bill now under consideration

by Congress. In point of fact, the duties proposed to be levied upon the principal agricultural products are hardly sufficient to equalize the additional freight tax which already has been imposed upon the farmers of the surplus producing states. The increase in railroad rates during the past five years has been in effect a differential against our own farmers in favor of the farmers of foreign nations with whom they must compete. In brief, if the present high rates are continued for any length of time their probable effect will be:

First, to favor the farmers of South America and Australia at the expense of our own farmers, and all the more so because of the substantial decrease in ocean rates.

Second, to keep prices of farm products in the large surplus producing states at figures lower than are justified by the investment in land and equipment and cost of farm production except during years of scant crops.

Third, to prolong the period of dissatisfaction among farmers and encourage advocates of economic fallacies of all sorts.

Fourth, to improve the position of eastern truck and fruit growers, but add considerably to the cost of production of milk and dairy products, because of the advanced prices of hay and coarse grains necessarily shipped in from the West.

Fifth, to gradually shift industrial enterprise westward, nearer the surplus food producing territory.

Sixth, to promote sectional rather than national spirit and make more and more difficult large national policies with respect to international affairs.

"No good citizen can find comfort or satisfaction in contemplating such results. I am not making a special plea for the farmer as against the railroad. The relation between agriculture and transportation is so very intimate and dependent that neither can afford to acquiesce in a condition which seriously affects the other. They must work together in harmony and understanding. The important point I am trying to make is this: That this nation has been built up by a system of low railroad rates designed to encourage the movement of our surplus agricultural crops long distances to manufacturing, industrial and business centers, with a corresponding return haul of manufactured products, and that a sudden reversal of this theory of rate making results in great economic injustice and if persisted in will keep us in a state of confusion and agricultural and business uncertainty for a prolonged period. The need of permitting the railroads to charge rates sufficiently high to cover reasonable costs of operation and maintenance and yield a fair return upon the capital invested is so obvious that it must at once be conceded. Both commerce and agriculture require efficient transportation. But the folly of undertaking to establish such rates wholly without consideration of their disastrous effect upon agriculture, the greatest industry of the country, is now apparent to everyone.

"The most hopeful sign at the present time is the apparent recognition of the railroad management that our present high rates can not be continued without disaster to the railroads themselves, and that rates must come down to a point not far, if any, above the pre-war level, but it would be folly to establish such rates wholly without consideration of their disastrous effect on the railroads unless there is compensation in increased business or lower operating costs. Fair minded and clear thinking people will co-operate in taking the steps which will make it possible to bring about the necessary reduction.

STATE AND FEDERAL CO-OPERATION

A program for co-operation between the Interstate Commerce Commission and the state commissions was announced at the Commission late May 3, when Secretary McGinty issued the report of the Joint Committee on Co-operation of the Commission and state commissioners. The report, providing for joint hearings where the state commissioners are not advocates, and also for joint conferences, resulted from the conferences of the Joint Committee, which have been in progress for some time.

Acceptance of the report and observance of the provisions therein are matters to be determined by each state commission, but President Jackson of the National Association of Railway and Utilities Commissioners has recommended a trial of the plan.

The joint committee was composed of Chairman McChord, Commissioner Hall, Eastman, Esch and Lewis for the Interstate Commerce Commission and President Jackson, State Commissioners Putnam, Taylor, Reed, Forward, Wells and Ainey and John E. Benton, general solicitor for the state commissions.

The report is as follows:

Public regulation of our railroads is performed in part by a commission representing the Federal Government and in part by commissions representing the various states. Conflicts of jurisdiction between the two systems of public regulation have arisen from time to time, resulting in litigation and action by the courts; but the Federal and state commissions were alike created in the public interest and have a common purpose, namely, the maintenance of a transportation system which will in all respects best meet the public needs. In view of this common purpose they should, and we believe they can, work together for its attainment without conflict or resort to litigation. Such co-operation is contemplated by

(Continued on Page 823)

COAL

COAL SAVINGS PLAN

A plan has been formulated for coal men whereby a family can save its money to purchase coal and receive 3 or 4 per cent interest. The plan has been copyrighted by H. L. Peppmeyer of the Topeka Coal Company of Topeka, Kan., and has been tested out thoroughly by him. He has found that it works especially well during the summer months and during hard times.

COAL MEN TO MEET

Retail coal merchants from all over the country will make a pilgrimage to Chicago to the fifth annual convention of the National Retail Coal Merchants Association on May 18, 19, and 20. Convention headquarters will be at the Drake Hotel. Among topics to come up for discussion are: Trade functions, trade associations, full institute, public fuel yards, a 2,000 ton, ethics, legislation, etc.

LONG DRAWN OUT CONTEST

I. C. Cuvellier, editor of *The Coal Dealer*, in an article recently submitted to the press says: The conviction is growing that the labor war in coal fields is settling down to an endurance contest. No one is making a move to get together. We have had four weeks of it. The president of the U. M. W. of A. has a very active publicity department and has had what publicity appears flavored in favor of the union, while the operator is carrying on very little publicity.

A thing is happening that needs to take place. Early in the strike period, thousands of miners, foreigners, sought passage to their old homes. They had some difficulty in securing it but great crowds got away, intending to stay until the strike is over. Some will stay permanently. Others have drifted elsewhere into other lines. The effect will be to reduce the surplus of mine labor.

Inquiries for coal are becoming more numerous in the industrial sections which confirms the idea they look for a long time cessation of operations. Dealers in the Midwest are still indifferent, their sales being light but there is a local steam demand that will grow anxious in May. The dealers should be ready to take care of this trade.

There is plenty of coal to be had from the Head of the Lakes docks at the present writing. However, if the buyer for industrial purposes should become panicky, present supplies would soon be cleaned up. No-bill coal at close-by mines is diminishing fast and non-union fields will be supplying demand nearer home. The inquiry from industries, particularly in central territory, is said to be due to increased activity in industrial plants.

THE COAL SITUATION

In its review for the week ending May 6, the *Black Diamond* of Chicago says:

A strong market undertone was maintained all week throughout the country. Industrial buying of coal was sufficiently ample to offset the influence of domestic inactivity and prices displayed an upward trend, but more distinctly for bituminous rather than anthracite. An enlarged export inquiry, which embraced South America, the West Indies, Italy and Greece, served to leave its impress on eastern quotations.

Anthracite prices were slightly enhanced in eastern markets as a result of the reduction in stocks on hand. In New York about 50 per cent of the tonnage on hand on April 1 is now held and a shortage is not expected to develop for another month as

consumers have apparently given no thought to a future supply. In Pennsylvania, where cooler weather temporarily increased the demand, consumers bought only from hand to mouth. In Massachusetts supplies of domestic sizes continue to shrink, and in Maryland, although stocks are diminishing and arrivals are light, the public is apparently not worried about future supplies.

Bituminous coal has been firm everywhere under a fairly insistent inquiry from industrial purchasers. Along the Atlantic Seaboard, prices displayed an upward tendency as offerings were not being pressed and receipts from West Virginia were lighter. In New England consumption expanded in spite of the difficulties encountered from the textile and shop strikes, but while industries added to their supplies, domestic buyers still held aloof.

In the smokeless field of West Virginia, production has been limited solely by the demand, which is generally kept pace with, and the week's output, exceeded that of the preceding weekly period. High volatile mine run was firm and prices tended toward higher levels in the Kanawha field, and slack was scarce. Partial suspension of operations in the Connelville district stimulated the demand, but the making of contracts was checked by unsettled market conditions.

The majority of mines in northwestern Kentucky were operated at maximum capacity and few were affected by the strike. The demand for steam and gas coal was strong and steel concerns obtained a large tonnage. Shipments to lake ports and northern Ohio were also fairly liberal from this field. In the western field operators were sold ahead for a week to 10 days under brisk buying from the larger users of steam coal. Prices were advanced slightly and firmly maintained at the advance, but domestic buyers held aloof.

Ohio prices displayed a firm feeling and the advance was maintained, while retail quotations were unchanged as dealers were inclined to clean their yards. Last week's rise in steam coal prices checked business, however, but while they were generally sustained this week, retail wavered.

Illinois stocks have been depleted, especially in the southern portion and screenings are scarce and wanted at firm prices. Inquiries for smokeless are more numerous. In Indiana supplies are being lowered by the purchases for railroads and large industries, and prices have been marked up moderately.

Chicago market conditions were unsettled, the speculative buying orgy which distinguished business the latter part of last week being succeeded by buying apathy. This necessitated some shading of prices to interest buyers, who are still inclined to await freight rate reductions, anticipated before making contracts. Industries and railroads, however, bought moderately, but moving day on May 1 checked domestic buying. Southern Illinois bituminous was scarce, and supplies of anthracite are smaller.

A retail coal business is to be conducted at Gridley, Kan., by the Virgil Lumber & Coal Company.

Lawrence & Harden Company is succeeded at Sussex, N. J., by the Consolidated Feed, Coal & Lumber Company.

A retail coal, grain, hay and lumber business is to be conducted at Charleston, S. C., for George S. McGrath & Co.

The retail coal and grain business of Brumley & Todd at McComb, Ohio, has been purchased by the Bennett Bros.

The retail coal business and grain elevator of Keeney & Son at Woodburn, Iowa, has been purchased by W. F. Boor.

The local retail coal and grain business at Time-well, Ill., the property of J. E. Wilson has been purchased by the Lewis Grain Company of Springfield.

The Matthew Addy Co.

CINCINNATI, OHIO

Selling Agents

WEST VIRGINIA
TENNESSEE
ILLINOIS

INDIANA

KENTUCKY
OHIO
PENNSYLVANIA

Smokeless, By-product, Domestic, Steam Smithing



COKE
Foundry, Furnace, Domestic—from all fields

BRANCH OFFICES

New York St. Louis Minneapolis
Philadelphia Chicago Toledo

Quality—Service—Finance—100 Per Cent

FIELD SEEDS

(Continued from Page 816)

Arrivals for the month were again liberal, 8,420 bags, compared with 7,300 in March. Argentina is offering freely at 3¼ cents c. i. f.

Sunflower has been firm as arrivals were much smaller, 800 bags, against about 2,250 in March. Offerings from Argentina are decidedly light and it is evident that the crop there is extremely short. Some sales have been made at 4 to 4½ cents c. i. f. for May-June shipments.

Rapeseed has been firm in spite of slightly larger arrivals, 1,860 bags, against 1,765 in March. It is evident that European stocks have been cleaned up as Germany and Holland are not offering and France reports local sales at 8 cents. Japan is offering at 6 cents c. i. f. Atlantic ports.

Vetch has been firm as arrivals continued light, 220 bags, and offerings for forward shipment are extremely small of both the hairy and spring varieties.

White Clover arrivals were about 270 bags, against 435 during March. There were no arrivals of Ryegrass, Orchard Grass, or Fescue. The month's exports included 80 bags of Redtop to France and 428 bags of grass seed to Russia.

Under date of March 27, a prominent New Zealand seed firm wrote in part as follows: "Red Clover farmers are asking high prices. Expect new season to open up at about 9d. 1s. for undressed, about equal to 112 or 128 per 100 pounds for 112 pounds dressed. White Clover offered very sparingly at 1s. 1d. undressed. Rye Grass is a poor crop of light weight seed. Buyers only interested in heavy weights, 27 to 30 pounds dressed, values for which range from 4s. 6. to 5s. per bushel of 20 pounds. Chewing Fescue—There was a large crop, but in spite of that prices reached a record level. Good machine dressed seed reached as high as 224s. per 100 pounds, later receding to 210s. f. o. b. There is very little available, the bulk of the crop having been sold for export. It is believed that a lot of this seed has gone to the United States."

S. J. Carruthers, associated with R. S. Elliott Co., seed brokers, returned to his desk early in May after an absence of over two months, made necessary by a severe attack of rheumatism.

SEED SITUATION AT KANSAS CITY

BY B. S. BROWN

Most distributors of seeds in Kansas City territory report a very seriously delayed movement, and prospect that a large acreage normally put into oats and corn and early planted crops, will go into later planted commodities. The weather has been a potent factor in this delay, farmers having been unable to complete their planting plans because of the interference of wet conditions. There was also, it is said, some influence of the uncertainty of prices, and the factor is not ignored of the farmer's perplexity as to the crop which will yield the most profit. Taking all the influences together, and noting the result, seedsmen anticipate a very strong demand for Sudan grass and other last-resort varieties.

The labor situation is a factor in the seed movement, too, this spring. While demand is strong for farm help, and there are supposed to be many idle men in the cities, the movement to farms is much below that required for normal operations at normal wage levels. The idle men in the city seem inclined to stay there, and take their chances on finding work. Farm operations therefore are to some ex-

tent reflecting this condition, crops being aimed at that may provide a minimum demand for help in caring or harvesting.

Trade in seeds is dull at this writing (second week in May), but activity is expected almost any moment. Present movement is largely limited to Cane, Millet and Sudan grass. There has been little Bluegrass, Clover or Timothy on the market for some time. A little Alfalfa is going out on scattered orders, chiefly to the Southwest, where on

account of the wet spring, there was an unusually good demand early in the season. Cane seed of good germination is in excellent demand and very scarce, Sumac bringing the top prices. Arrivals generally are said to be fit only for feed and are meeting a limited demand. Demand for Millet has not developed yet so fast as expected, despite the fact that planting time is so near; but there is a good call for the light supplies of Sudan grass.

A rush for garden seeds is expected in May from

BETTER
SEEDS
BETTER
CROPS

SEED SITUATION AT KANSAS CITY

BY B. S. BROWN

Most distributors of seeds in Kansas City territory report a very seriously delayed movement, and prospect that a large acreage normally put into oats and corn and early planted crops, will go into later planted commodities. The weather has been a potent factor in this delay, farmers having been unable to complete their planting plans because of the interference of wet conditions. There was also, it is said, some influence of the uncertainty of prices, and the factor is not ignored of the farmer's perplexity as to the crop which will yield the most profit. Taking all the influences together, and noting the result, seedsmen anticipate a very strong demand for Sudan grass and other last-resort varieties.

The labor situation is a factor in the seed movement, too, this spring. While demand is strong for farm help, and there are supposed to be many idle men in the cities, the movement to farms is much below that required for normal operations at normal wage levels. The idle men in the city seem inclined to stay there, and take their chances on finding work. Farm operations therefore are to some ex-

North American Seed Co.

Wholesale Grass and Field Seeds

Milwaukee, Wis.

"THE HOUSE OF QUALITY"

Exporters.

Importers.

NUNGESSER-DICKINSON SEED
COMPANY

NEW YORK, N. Y.

Headquarters for
Imported Clover and Alfalfa Seeds

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

BETTER SEEDS; BETTER CROPS
SEEDS CHAS. E. PRUNTY
7 South Main Str. SAINT LOUIS



BUYERS — SELLERS: COW PEAS, ALFALFA, SWEET CLOVER, SUDAN, CANE, MILLET,
SUNFLOWER AND ALL FIELD SEEDS

ED. F. MANGELSDORF & BRO.

First and Victor Sts.

Cable Address: EMBRO

ST. LOUIS

WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

Correspondence Invited

BUFFALO, N. Y.

COW PEAS

Agricultural Seed Company

Representing 57 Years Continuous Seed Service

1303 N. Main St.,

St. Louis, Mo.

SEED

We buy and
sell all varieties
of grass and
field seeds

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO

private sources, the city gardener being very late in securing his supplies this year. An unusual event in flower seed circles, was the marketing this spring of several hundred thousand pansy plants by the Bryson Ayres Seed Co., the planting having been about three pounds, an unprecedented amount of seed planted for this district. A heavy demand for nursery stock both in fruits and ornamentals is reported.

Quotations on field seeds are: Alfalfa seed, per cwt., \$10 to \$20, according to quality; Cane seed, guaranteed germination, \$1.40 to \$1.70; feed varieties, 70 to 90 cents; Millet, German seed, \$1.10 to \$1.40; Siberian, \$1.15 to \$1.25; other kinds 90 cents to \$1.25; Sudan, \$3.50 to \$4.50.

A wholesale field seed business is to be conducted at Louisville, Ky., by John R. Watts & Son.

C. F. Troyer of Middlebury has purchased the property of the Harper Seed Company of Elkhart, Ind.

The capital stock of the Sloan Seed Company operating at Los Angeles, Calif., amounts to \$750,000.

A building to be used as seed store and warehouse is to be built at Ordway, Colo., for the E. E. Hosler Seed Company.

Capitalized at \$25,000, the Idaho Seed Company has been incorporated at Caldwell, Idaho, by F. L. Lilly, J. J. Marsh and others.

Hadley P. Bell has purchased the interests of the other stockholders in the Bell Seed & Produce Company of Faribault, Minn.

C. S. Bartow, W. Duffy and J. J. McGunigle have incorporated at Hicksville, N. Y., as the Nassau Seed Company. Its capital stock is \$50,000.

F. L. Lilly, Amelia Lilly, J. J. Marsh, F. O. Ulick and R. B. Scatterday have incorporated at Nampa, Idaho, as the Idaho Seed Company. Its capital stock is \$25,000.

The Cream City Seed Company has been incorporated at Milwaukee, Wis., capitalized at \$5,000. The incorporators are Joseph P. Zielinske, P. Rosenberg and Alfred Rosenberg.

New and better quarters in Spartanburg, S. C., have been secured by the Holmes-Calhoun Seed Company. It is equipped with new fixtures. The company has also secured the Dunbar Warehouse for storage purposes which will greatly increase the facilities of the firm.

The Carlton Mill & Elevator Company of Carlton, Ore., has filed an involuntary petition in bankruptcy.

A voluntary petition in bankruptcy has been filed by Samuel Guerrero, a seedsman of New Orleans, La. Liabilities, \$14,867; assets, \$14,956.

The Thorntown Grain Company of Thorntown, Ind., has gone into the hands of a receiver. Matthew T. Harris has been appointed such.

J. G. Steele, a grain merchant of Chesapeake City, Md., has filed a voluntary petition in bankruptcy. Its debts amount to \$226,998.62; its assets, \$133,476.75.

A voluntary assignment for the benefit of its creditors has been made by the William A. Davis Seed Company of Bozeman, Mont. W. N. Purdy is assignee.

The Branchland Feed & Supply Company of Branchland, W. V., has filed a voluntary petition in bankruptcy. The company's liabilities are \$27,960; assets, \$19,595.

The Farmers Co-operative Exchange of Shenandoah and Coburg, Iowa, and Essex, Iowa, has gone into voluntary bankruptcy. Its liabilities are \$65,000; its assets same.

For Sale

ELEVATORS AND MILLS

AT A SACRIFICE FOR QUICK SALE

Minnesota elevator and former malt plant at Minneapolis. Plant in splendid condition. Fine switching facilities. THE TITLE GUARANTEE & TRUST CO., Cincinnati, Ohio.

FOR SALE

Elevator of 500,000 bushels' capacity. Excellent accumulating and distributing point. Switching facilities to all railroads. For particulars, address INDIANAPOLIS ELEVATOR COMPANY, Indianapolis, Ind.

MALT HOUSE AND ELEVATORS FOR SALE

Capacity 250,000 bushels; Galland and Henning Drum System. Located near Milwaukee; good railroad facilities. Can be used for other purposes. M., Box 5, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

MACHINERY

FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, Kansas City, Mo.

FOR SALE

Type Y 25-horsepower Fairbanks-Morse Crude Oil Engine; one 30-horsepower Chicago Pneumatic Crude Oil Engine. A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

Preston Lansing

"Ship-Lap" Tile Blocks

Build stronger bins. Protect against fire, rot, moisture and decay. First cost is only cost. Write today for special circular.

J. M. Preston Co., Dept. 426, Lansing, Mich.

OIL ENGINES FOR SALE

60-horsepower Fairbanks-Morse.

50-horsepower Otto.

25-horsepower Fairbanks-Morse.

50 other sizes.

A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FOR SALE

Good location for factory between B. & O. and Big 4 R. R. Co. tracks at Pana, Ill. EDWARD McKEE, Box 196, Pana, Ill.

WANTED

To hear from owner having elevator, mill or other property for sale. Give cash price and particulars. JOHN J. BLACK, Chippewa Falls, Wis.

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

RAILROAD CLAIMS COLLECTED

WE COLLECT RAILROAD CLAIMS covering loss or damage to grain, flour and mill products. Do not overlook delay, shortage, decline in market and deterioration claims. We have an extensive organization for handling these matters. References: Any Minneapolis bank or the Northwestern Miller. We are members of the Grain Dealers National Association and the Traffic Club of Minneapolis. This service is furnished on a percentage basis. No collection, no pay.

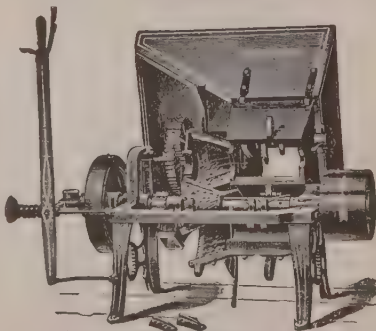
THE SECURITY ADJUSTMENT COMPANY,
1132-1156 Builders Exchange Bldg.,
Minneapolis, Minn.

Hunt Coupling for Controlling the Stretch of Manila Transmission Ropes



Ask for Descriptive Catalog M-15-1
C. W. Hunt Co., Inc., West New Brighton, N. Y.

Make Feed Grinding More Profitable!



Mill opens like this in six minutes.

Bowsher's "Combination" Mills do this

Because their large capacity, cone-shaped grinders and positive self ear feeders are properly designed to direct every ounce of power energy to the actual reduction of the grain.

Crush and Grind ear corn, husked or unhusked, alone or mixed with any kind of small grain in any desired proportion. Reduce the material to any fineness desired for feeding purposes.

11 Sizes, 2 to 25 H.P.
Sold with or without Sacking Elevator.

The N. P. Bowsher Co., South Bend, Ind.

Fabricated Steel Products

TANKS

STACKS

HOPPERS

SKYLIGHTS

VENTILATORS

ELEVATOR LEGS

CORRUGATED SHEETS

COAL CHUTES & SCREENS

Mail us sketches or blue prints for prompt estimates.

THE SYKES CO.

930 W. 19TH PLACE

CHICAGO, ILL.

STATE AND FEDERAL CO-OPERATION

(Continued from Page 820)

the Interstate Commerce Act as interpreted by the Supreme Court, and is highly desirable in the public interest.

The prime essential to such co-operation is realization of the nature and difficulties of the common problem. The state commissions realize that the railroads form a national transportation system which is not split into parts by state lines and that the public interest demands a rate structure, state and interstate, as simple and harmonious as practicable. The Interstate Commerce Commission realizes that there is danger in over-centralization of authority, that the field of regulation is vast, and that the state commissions are often better informed than itself in regard to local conditions and local needs.

Following the general rate increase of 1920, the Interstate Commerce Commission, in certain instances where corresponding increases did not become effective within the states, issued orders affecting intrastate rates. Following the decision of the Supreme Court of the United States in the Wisconsin Passenger Fare case, action has been taken by several state commissions which has enabled the Interstate Commerce Commission to vacate certain of its orders affecting intrastate traffic within those states. It is anticipated that similar action will follow in other states.

In a yet more important aspect co-operation looks forward to and has in view the avoidance, so far as the public interest will permit, of such orders in the future. Paragraph 3 of section 13 of the Interstate Commerce Act authorizes the Interstate Commerce Commission to avail itself of the co-operation services, records, and facilities of state commissions, to confer with them with respect to the relationship between rate structures and practices of carriers, and to hold joint hearings with them "where the rate-making authority of a state is or may be affected by the action taken by the Commission." Our common purpose is to give the utmost force and effect to this provision of the law.

It is appreciated that time and experience may be required for the full development of methods and rules of procedure. Pending the establishment thereof, and for the purpose of making such co-operation immediately effective, it is the opinion of rep-

resentatives of the Interstate Commerce Commission and of the state commissions that, except as in special cases it may be found desirable or necessary to deviate therefrom, the following procedure be followed:

Where petitions are filed with the Interstate Commerce Commission alleging that intrastate rates unjustly discriminate against interstate commerce, or persons or localities engaged therein and asking the Commission to remove such discrimination, if either a state commission having jurisdiction over rates thus attacked, or the Federal commission desires a conference it should notify the other without delay and thereupon such a conference should be arranged, likewise without delay. If the case goes to trial, a joint hearing by the Interstate Commerce Commission and the commission of the state affected should be held, provided a proceeding or proceedings be pending before the state commission in which action can be taken by it upon the common record. Such joint hearing should be followed by a conference to consider the facts developed of record so as to provide opportunity for the removal of the unlawful discrimination, if any, by arrangement.

Joint conference should be held on complaints attacking intrastate rates in those cases where the decision of the Interstate Commerce Commission appears likely to affect, in substantial and important respects, the relationship between state and interstate rate structures; likewise conference should be held in the case of complaints attacking intrastate rates in those cases where the decision of the state commission appears likely to effect, in substantial and important respects, the relationship between state and interstate rate structures. Participation in the ensuing hearings, or in conferences following submission, will be upon invitation of the Interstate Commerce Commission, if the complaint is filed with it, or of the state commission if the complaint is filed with it. Joint hearings will be appropriate where similar issues are pending before the Interstate Commerce Commission and a state commission, or informal conferences pending the decision of cases where there has been no participation in the prior hearings.

The provisions of the foregoing paragraph should include cases where it appears that the rate structures of two or more states, or in a group of states, may be affected by the proceedings pending. If by reason of the number of states affected, or otherwise, it shall be found impracticable or inconvenient for

a member or employee of the commission of each such state to participate in the joint hearings or conferences, the commissions of the states affected should select a limited number of representatives to so participate on their behalf and to report back to the several state commissions for appropriate action by them.

It is our judgment that state commissions should not expect or desire to participate in a judicial capacity in joint hearings with the members of the Interstate Commerce Commission or its examiners in any case in which they appear as advocates.

In joint hearings involving interstate rates, the rules of practice prescribed by the Interstate Commerce Commission shall govern as far as applicable.

The Federal and state commissions should feel free to suggest to each other, and the state commissions to hold among themselves, conferences on matters arising under their respective jurisdictions, with a view to harmonizing in so far as practicable rates and practices in neighboring states by appropriate action of the commissions of those states without proceedings before the Federal commission.

It is desirable that there be continued, in so far as practicable, the practice of the Interstate Commerce Commission of calling upon a state commission to hold hearings for it upon applications for certificates of public convenience and necessity, involving construction of new lines or abandonment of old lines. In such matters joint conference between the Interstate Commerce Commission and a state commission may also be held upon request of either commission.

The Interstate Commerce Act and the rules of the Interstate Commerce Commission provide for notice to the states in certain matters affecting them, and the Interstate Commerce Commission has been complying therewith. The state commissions should develop methods of keeping the Interstate Commerce Commission advised on matter before them in which it may have an interest such as is indicated by the foregoing text.

It is realized that the co-operative action here provided for will be productive of delay in disposing of important matters unless the Federal and state commissions respectively act with the utmost promptitude compatible with the circumstances.

Applying the co-operative principle, conferences may be arranged for the development of car service, distribution and administration.

COMMERCIAL
EXCHANGE

PHILADELPHIA

RECEIVERS
AND
SHIPPERS

W. M. RICHARDSON
RICHARDSON BROS.
BROKERS
GRAIN, FLOUR and MILL FEEDS
THE BOURSE, PHILADELPHIA, PA.

Members

Grain Dealers National Ass'n.
Commercial Exchange, Philadelphia, Pa.
Chamber of Commerce Philadelphia, Pa.
Illinois Grain Dealers Ass'n.
Indiana Grain Dealers Ass'n.

S. H. YOUNG & CO.
GRAIN, FLOUR, ALFALFA AND
MILL FEEDS
Consignments Solicited
417-419 "The Bourse," PHILADELPHIA

L. F. MILLER & SONS
Receivers and Shippers of:
GRAIN, FEED, SEEDS, HAY, ETC.
OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.
CONSIGNMENTS SOLICITED
Special attention given to the handling of
CORN and OATS

CONSIGN
OR
SELL US
YOUR WHEAT

E. E. DELP GRAIN CO.
EXPORTERS

453 Bourse Building

Philadelphia, Pa.

SELL US
YOUR
BARLEY AND
RYE

CHAMBER
OF
COMMERCE

BALTIMORE

GRAIN
RECEIVERS

CHAS. ENGLAND & CO.
RECEIVERS OF
GRAIN and HAY
308-310 Chamber of Commerce
BALTIMORE, MD.

Robinson's Telegraphic Cipher
REVISED AND ENLARGED EDITION
Cloth Binding\$1.75
Leather Binding 2.25
MITCHELL BROTHERS PUBLISHING CO.
431 S. Dearborn St., CHICAGO, ILL.

OUR PATRONS Get the Service
JOHN T. FAHEY & CO.
GRAIN RECEIVERS AND EXPORTERS
Send Us Your BALTIMORE Shipments
BALTIMORE, MD.

**BOARD
OF
TRADE**
CHICAGO
**GRAIN
RECEIVERS**


Branch Offices:

Indianapolis, Ind. Danville, Ill.
Terre Haute, Ind. Sheldon, Ill.
Des Moines, Iowa Fairbury, Ill.
Tuscola, Ill. El Paso, Ill.
Louisville, Ky.

H. M. PAYNTER
With ROGERS GRAIN COMPANY
Grain Commission
Correspondence Solicited
Postal Telegraph Building CHICAGO

HENRY H. FREEMAN & CO.
Hay, Straw and Grain
COMMISSION MERCHANTS
Correspondence and Consignments Solicited.
Market Reports on Application.
66 Board of Trade CHICAGO, ILL.

GEO. S. DOLE, Pres. H. N. SAGER, Sec.
J. H. DOLE & CO.
(Established 1852)
Commission Merchants, Grain and Seeds
We solicit your
CONSIGNMENTS
and orders in futures
327 South La Salle Street - CHICAGO

ARMOUR GRAIN COMPANY
CHICAGO, ILL.
GRAIN DEALERS
Manufacturers of
ARMOUR'S STOCK & DAIRY FEEDS
AND
ARMOUR'S OATS
ARMOUR'S CORN FLAKES
ARMOUR'S PANCAKE FLOUR

We Buy
Wheat---Corn---Oats---Barley---Rye
Send Samples
The Quaker Oats Co.
Cereal Millers

Grain Dept. 1600 Railway Exchange
CHICAGO

J. C. Shaffer Grain Co.
GRAIN MERCHANTS
CHICAGO

E. W. BAILEY & CO.
COMMISSION MERCHANTS
GRAIN, SEEDS AND PROVISIONS
72 Board of Trade CHICAGO

FUMIGATION METHODS By PROF. WILLIS G. JOHNSON
A complete practical treatise on fumigating grain elevators, flour mills, warehouses, etc. 313 pages. Well illustrated. Price \$1.50.
Mitchell Bros. Publishing Company, 431 South Dearborn St., Chicago

FREE Full verbatim report of the famous
JEWETT-PICKELL
GRAIN MARKETING DEBATE
(At Lexington, Neb.)

Send in your name and address today to
Rm. 717, 141 W. Jackson Blvd., Chicago

Fumigation Methods
By PROF. WILLIS G. JOHNSON
A complete practical treatise on fumigating grain elevators, flour mills, warehouses, etc. 313 pages. Well illustrated. Price \$1.50.
MITCHELL BROS. PUBLISHING CO.
431 South Dearborn St. Chicago

Lamson Bros. & Co.
Grain
1874 Commission 1922
Merchants

Forty-eight Years of Service in the Grain Trade

HOME OFFICE **Chicago**
6 Board of Trade

POPE & ECKHARDT Co.
COMMISSION MERCHANTS
GRAIN AND SEEDS

111 W. Jackson Blvd.

CHICAGO

EXPORTERS IMPORTERS
J. Rosenbaum Grain Company
Commission Merchants
MILLING WHEAT A SPECIALTY
CHICAGO

E. F. LELAND & COMPANY
Successors to
WARE & LELAND
GRAIN STOCKS BONDS
166 W. Jackson Boulevard Chicago, Ill.
CONSIGNMENTS SOLICITED

MEMBERS

New York Stock Exchange
New York Cotton Exchange
New York Produce Exchange
Chicago Board of Trade
Chicago Stock Exchange
Minneapolis Chamber of Commerce
Kansas City Board of Trade
St. Louis Merchants Exchange
Omaha Grain Exchange
Winnipeg Grain Exchange
Milwaukee Chamber of Commerce
Pittsburgh Stock Exchange

THE UPDIKE GRAIN COMPANY
"The Reliable Consignment House"
CHICAGO KANSAS CITY OMAHA MILWAUKEE SIOUX CITY

BOARD
OF
TRADE

CHICAGO

GRAIN
RECEIVERSPHILIP H. SCHIFFLIN EUGENE SCHIFFLIN R. E. ANDREWS
President Vice-Pres. & Treas. Secretary**Philip H. Schifflin & Co.**

INCORPORATED

COMMISSION MERCHANTS
Grains, Seeds and Provisions
515 to 518 Postal Telegraph Bldg.
Chicago, Ill.

BRANCH OFFICES:

FRED F. MUNSON
319, 320 Lincoln Bldg.,
Champaign, Ill.R. T. O'NEILL
210 Heggie Bldg.,
Joliet, Ill.Traveling Representative:
G. N. McREYNOLDS
Alton, Ill.**WEGENER BROS.**

GRAIN COMMISSION

CONSIGNMENTS—SALES TO ARRIVE

305 SO. LA SALLE ST.

CHICAGO, ILL.

HITCH & CARDER

Members Chicago Board of Trade

CASH GRAIN OUR SPECIALTY

943-44 Webster Building
Tel. Wabash 6584

CHICAGO

Bartlett Frazier Co.

GRAIN

COMMISSION MERCHANTS

Western Union Building

Chicago

Hulburt, Warren & ChandlerStock Brokers and Commission
Merchants, Grain and ProvisionsBusiness Solicited in Any Department
Receiving, Shipping, Futures

208 S. La Salle St.

CHICAGO

Gerstenberg & Company

COMMISSION MERCHANTS

Grain Seeds and Mill Feed
Barley a Specialty

305-315 So. La Salle St.

CHICAGO, ILL.

RUMSEY & COMPANY

FOUNDED 1867

COMMISSION MERCHANTS

BOARD OF TRADE

CHICAGO

SHIP YOUR HAY

to

ALBERT MILLER & CO.

192 No. Clark St., Chicago, Ill.

*Good Sales — Prompt Returns*GRAIN
&
HAY
EXCHANGE

PITTSBURGH

GRAIN
RECEIVERSESTABLISHED 1878
F. L. STEWART, PRES.**C. A. FOSTER COMPANY, WHOLESALE GRAIN AND HAY,**701 WABASH BLDG.
PITTSBURGH, PA.**WE**Buy
Sell
Handle Consignments

Grain and Feed

H. S. ALLEN & COMPANY

Wabash Building, Pittsburgh, Pa.

HARPER GRAIN CO.

Wabash Building

Modern elevator facilities
at your command.ESTABLISHED 1872
R. S. McCAGUE, Ltd.Wholesale
Receivers and Shippers
Corn, Oats, Hay and Mill Feed
417-419 Westinghouse Bldg.
Pittsburgh, Pa.**Robinson Telegraphic Cipher**

Revised Edition

Cloth Binding \$1.75
Leather Binding 2.25**MITCHELL BROTHERS PUBLISHING CO.**

431 S. Dearborn Street

Chicago, Ill.

JESSE C. STEWART CO.

Receivers and Shippers

CORN, OATS, RYE and MILL FEED

AIKEN AVE. AND PENNA. R. R.
PITTSBURGH

Owners of the 130,000-bu. Iron City Elevator

Reference: Farmers Deposit National Bank

SAMUEL WALTON CO.Receivers and Shippers of
HAY, GRAIN & MILL FEED
Advances on Consignments
CARLOADS ONLY

No. 8 Wood Street

PITTSBURGH, PA.

UNIVERSAL GRAIN CODE

FOR USE OF

GRAIN and MILLING TRADES**MITCHELL BROS. PUBLISHING CO.,**Its 146 pages contain 13,745 expressions, printed on
Policy-Bond Paper, and bound in Black
Flexible Leather—Size 7x4½ inches. **Price \$3.00**

431 S. Dearborn Street, CHICAGO, ILL.

**BOARD
OF
TRADE**
KANSAS CITY
**GRAIN
RECEIVERS**
GET OUR BIDS TO ARRIVE

CONSIGNMENTS
Moore-Lawless Grain Co.
CONSIGNMENTS FUTURES

 337-340 Board of Trade
KANSAS CITY, MO.

BRANCH OFFICES:

 804-6 Cooper Building
Denver, Colorado

 Board of Trade Bldg.
Atchison, Kansas

MILLING KINKS

The latest book for grain elevator operators and millers. A companion book to the Book of Wrinkles. Contains 169 illustrated devices assembled and classified for ready reference.

PRICE \$1.25 POSTPAID

**MITCHELL BROS. PUBLISHING
COMPANY**

431 S. Dearborn St., Chicago.

**BOARD
OF
TRADE**
PEORIA
**GRAIN
RECEIVERS**
W. W. Dewey & Sons
GRAIN COMMISSION
26 Chamber of Commerce
PEORIA - - ILL.
P. B. & C. C. MILES
Established 1875 Incorporated 1910
PEORIA, ILL.
Handling Grain on Commission
Our Specialty

 Louis Mueller, President F. W. Mueller, Sec. & Treas.
**MUELLER GRAIN
COMPANY**
(Incorporated)
Receivers and Shippers **GRAIN**
We Solicit Your Consignments of Grain
Room 39-41 Chamber of Commerce, Peoria, Ill.

THE BOOK OF WRINKLES

Is Needed by Every Grain Elevator Operator

Contains 171 ingenious and well-described and illustrated Devices for Saving Time, Labor and Money in Elevators and Mills.

PRICE, \$1.25 POSTPAID

 Mitchell Bros. Pub. Co. 431 S. Dearborn St.
CHICAGO

**LUKE GRAIN
COMPANY**
38-40 BOARD OF TRADE
PEORIA ILLINOIS
Turner-Hudnut Company
GRAIN COMMISSION
42-47 Chamber of Commerce, Peoria, Ill.

**PRODUCE
EXCHANGE**
TOLEDO
**GRAIN
RECEIVERS**
**TALK
TOLEDO**
Southworth & Co.
When "SEEDY"
Try

C. A. King & Co.
GRAIN AND SEED DEALERS
Toledo, Ohio

 Like Billy Sunday, we deal in both
cash and futures, Toledo and Chicago
Born 1846 Read Our Boy Solomon

MILLING KINKS

The latest volume in the series of compilations made for millers, millwrights and grain elevator men, uniform in size and style with the "Book of Wrinkles" which has had an enormous demand among millers and millwrights. Shows 169 illustrated devices. Chapters are included on: Bins, Hoppers and Sinks; Valves and Spouting; Elevators and Conveyors; Receiving, Separating and Cleaning; Roll Auxiliaries; Sifters and Bolters; Belting and Transmission; Blending and Tempering; Filling and Packing; Sampling and Testing; Dust Collection; Lubrication; Heating, Ventilating and Fumigating; Special Tools and Devices; Miscellaneous.

PRICE \$1.25 POSTPAID

Mitchell Bros. Publishing Company
431 S. Dearborn St.,
Chicago, Ill.

JOHN WICKENHISER & CO.
Wholesale Grain Dealers
TOLEDO, OHIO

We make track bids and quote delivered prices. Solicit consignments of Grain and Clover Seed.

Members Toledo Produce Exchange and Chicago Board of Trade.

H. D. RADDATZ & CO.
WHOLESALE DEALERS
WHEAT, CORN, OATS, BARLEY, RYE
Are You Receiving our Bids & Quotations
Ask to be placed on our list
TOLEDO :: OHIO

MERCHANTS
EXCHANGE

ST. LOUIS

GRAIN
RECEIVERS

Nanson Commission Co.

(INCORPORATED)

GRAIN AND HAY

202 Chamber of Commerce

Write Us for Full
Information on
St. Louis Markets

ST. LOUIS

Consignments a
Specialty

GEO. C. MARTIN, JR.
President

FRED C. HOOSE
Vice-President

P. C. KNOWLTON
Sec'y & Treas.

Martin & Knowlton Grain Co.

Successors to

GOFFE & CARKENER CO.

Suite 516 Merchants Exchange, St. Louis, Mo.

"THE CONSIGNMENT HOUSE OF ST. LOUIS"

GRAIN, HAY and GRASS SEEDS

Picker & Beardsley Com. Co.

125 MERCHANTS EXCHANGE

UNIVERSAL GRAIN CODE

And Mill Feed Supplement

Compiled for Use of

Grain and Milling Trades

OF THE

United States and Canada

Send for a Copy Now

Price \$3.00

MITCHELL BROS. PUBLISHING CO.

431 South Dearborn St.,

Chicago, Ill.

RECEIVERS
EXPORTERS

Marshall Hall Grain Co. ST. LOUIS

SHIPPERS
OF GRAIN

JOHN SCHULTZ,
BEARDSTOWN, ILL. PRESIDENT

V. C. ELMORE,
VICE PRESIDENT

JOHN H. HERRON,
SECRETARY AND TREASURER

ELMORE-SCHULTZ GRAIN COMPANY

EXPERT SERVICE GIVEN CUSTOMERS

107 MERCHANTS EXCHANGE
ST. LOUIS, MO.

OFFICES: ST. LOUIS—CHICAGO—PEORIA—NASHVILLE.
IT IS BETTER TO HAVE SHIPPED TO US THAN TO WISH YOU HAD.

Toberman, Mackey & Company

Fastest Growing Commission House in America.

Can handle your consignments in St. Louis and Kansas City.

GRAIN, HAY AND SEEDS

ST. LOUIS

KANSAS CITY

Robinson Telegraphic Cipher

Revised Edition

Cloth Binding \$1.75
Leather Binding 2.25

MITCHELL BROTHERS PUBLISHING CO.

431 S. Dearborn Street

Chicago, Ill.

BUYERS OF TRACK GRAIN OF ALL KINDS AND
MILL FEED

W. J. EDWARDS & CO.

GRAIN COMMISSION

504 Merchants Exchange St. Louis, Mo.

Carefully Selected Milling Wheat and Corn Our
Specialty

CHAMBER
OF
COMMERCE

MINNEAPOLIS

GRAIN
RECEIVERS

BOOKS FOR GRAIN DEALERS

WALLS, BINS AND GRAIN ELEVATORS, by
Milo S. Ketchum. Illustrated, 556 pages.
Price \$5.00

ROPP'S CALCULATOR, new and improved edi-
tion, with complete grain tables, and other
invaluable discount and stock tables.
Price \$1.50

ROBINSON'S TELEGRAPHIC CIPHER, re-
vised and enlarged. Price \$1.75

UNIVERSAL GRAIN CODE, and Feed Mill
Supplement. Price \$3.00

Any of the above sent postpaid
on receipt of price.

MITCHELL BROS. PUBLISHING CO.

431 S. Dearborn St.

Chicago, Ill.

J. L. McCAULL, President R. A. DINSMORE, Vice President
S. J. McCAULL, Secretary A. M. DINSMORE, Treasurer

The McCaull-Dinsmore Co.

COMMISSION MERCHANTS

915-16-17 CHAMBER OF COMMERCE

MINNEAPOLIS, MINN.

DULUTH

MILWAUKEE

OMAHA

A Card Ad

in the

"American Grain Trade"

has Excellent Display and
is Always Easy to Find.

Cereal Grading Co.

W. T. FRASER, Vice Pres. & Mgr.

GRAIN MERCHANTS

CHOICE MILLING WHEAT & RYE

Twenty-five years' experience in selecting
and forwarding choice wheat and rye for
mills. Largest rye handlers in the West.
Also shippers of oats, barley and screenings.

Operating Elevator L

612 Chamber of Commerce

MINNEAPOLIS,

MINN.

CORN
EXCHANGE

BUFFALO

GRAIN
RECEIVERS

Wheat-Rye-Corn-Barley-Oats

Shipped to

Eastern Grain, Mill and Elevator Corporation

Operators of Concrete Elevator, Central Elevator and Iron Elevator

5,000,000 BUSHELS CAPACITY

Will be properly cared for on arrival and show best possible results

Ship Us Your
Corn, Oats and Wheat
Regardless Of Its Condition

*Send us your consignments***PRATT & CO.**OPERATORS OF
SUPERIOR ELEVATOR

910 Chamber of Commerce. Buffalo, N. Y.

S. M. RATCLIFFE
Grain and Hay

ALWAYS IN THE MARKET FOR OATS
Superior facilities for handling Consignments

Chamber of Commerce BUFFALO, N. Y.

J. G. McKillen, Inc.,
RECEIVERS

Consignments a Specialty

BUFFALO NEW YORK

Experience Counts

Send Your Consignments to

SEYMOUR-WOOD GRAIN CO.
"OLDTIMERS"

BUFFALO, N. Y.

Globe Grain Company, Inc.
Receivers and Shippers of Grain
Chamber of Commerce
Buffalo, N. Y.

FOR SATISFACTORY RESULTS

CONSIGN

Your Wheat, Corn and Oats to

THE ELECTRIC GRAIN ELEVATOR CO.
Buffalo, N. Y.

CHAMBER
OF
COMMERCE

MILWAUKEE

GRAIN
RECEIVERS

*Shippers are assured
Superior Service from*
W. M. Bell Company
Milwaukee, Wis.

FOR CONSISTENT SERVICE

SHIP TO

BLANCHARD GRAIN COMPANY

34 New Insurance Bldg.

Milwaukee, Wisconsin

A. D. 1922

"A. D."—Meaning
Always Dependable

E. P. BACON CO.
Grain Commission Merchants

Sellers of Cash Grain and
Field Seeds on Consignment

MILWAUKEE—CHICAGO—MINNEAPOLIS

LaBudde Feed & Grain Co.
Wholesalers of
FEED—GRAIN—HAY
consignments solicited

Chamber of Commerce MILWAUKEE, WIS.

Donahue-Stratton Company
Receivers—Shippers

Private Wire. Elevator Capacity
East and West. 2,600,000 bus.Consignments and "to arrive" offers solicited.
MILWAUKEE, WISCONSIN

BOARD
OF
TRADE

DULUTH

GRAIN
RECEIVERS

YOU Can keep in touch with the news and reports of the Grain and Elevator world by reading the "American Grain Trade."

SUBSCRIBE NOW—\$1.00 A YEAR.

WHITE GRAIN CO.
SHIPPERS

FANCY OATS
MILL OATS
SCREENINGS

FEED WHEAT
BARLEY
RYE

Write for Samples and Quotations

DULUTH

GRAIN
RECEIVERS

OTHER MARKETS

GRAIN
RECEIVERS

DENVER, COLO.

Ady & Crowe Merc. Co.

Denver, Colo.

GRAIN HAY BEANS

A. & C. Poultry Feeds

MIDDLEPOINT, OHIO

POLLOCK GRAIN CO.

Wholesale Grain and Straw

Hay and Ear Corn a Specialty

Get our weekly market letters and delivered prices.

Middlepoint

Ohio

CINCINNATI, OHIO

Consign to or Ask for Bids

**Perin, Brouse-Skidmore Grain
& Milling Co.**

Receivers and Shippers

GRAIN-HAY-FEED

CINCINNATI, OHIO

Milling Wheat and Corn Our Specialty Mail Us Samples

NEW YORK

L. W. FORBELL & CO.

Commission Merchants

342 Produce Exchange NEW YORK

Try us with consignments of oats and corn.

We are Specialists in these grains and are strictly Commission Merchants.

DES MOINES, IOWA

DES MOINES ELEVATOR & GRAIN CO.

Terminal elevator capacity
700,000 bushels. Oats for
Southern Trade a Specialty

DES MOINES

IOWA

DETROIT, MICH.

Dumont, Roberts & Co.
GRAIN MERCHANTS

Try our Service on Consignments of your

WHEAT - CORN - OATS

626-8 Murphy Building DETROIT, MICH.

ROPP'S CALCULATOR

A new and improved edition of this standard work, invaluable to grain dealers. Tables show at a glance the value of wheat, corn, rye, oats, barley, seeds, etc., at all market prices per bushel; also the weight reduced to bushels. Trade discounts, stock tables, capacity tables, short-cut arithmetic. Solves any problem in the twinkling of an eye. The grain tables alone make it indispensable to all who handle grain. Price \$1.50 postpaid.

MITCHELL BROS. PUBLISHING CO.
431 S. Dearborn St., Chicago, Ill.

CRAWFORDSVILLE, IND.

CRABBS REYNOLDS TAYLOR CO.

Crawfordsville, Ind.

GRAIN

Clover and Timothy Seeds

Get in touch with us.

LITTLE ROCK, ARK.

JOHN R. WILSON CO.

BROKERS

Correspondence Solicited

CORN OATS MILL FEEDS

Mackey Telegraph Bldg.,

LITTLE ROCK, ARK.

Most Progressive Grain Brokers in Arkansas

CAIRO, ILL.

Halliday Elevator Company

CAIRO, ILL.

GRAIN DEALERS

THE BOOK OF WRINKLES

Needed by Every Grain Dealer

Contains 171 ingenious and well described and illustrated devices for saving time, labor and money in elevators and mills.

Price, \$1.25 Postpaid.

Mitchell Bros. Pub. Co. 431 S. Dearborn St.
CHICAGO

Experienced Advertisers Know

that the "American Grain Trade" is preserved for reference by elevator men, country grain shippers and grain receivers at the terminal markets long after other journals have been thrown away.

LEADING GRAIN RECEIVERS IN ALL MARKETS

ATCHISON, KAN.

Mangelsdorf Seed Co., Seeds.*

BALTIMORE, MD.

England & Co., Chas., grain, hay receivers.*†
Fahey & Co., John T., receivers, exporters.*
Hax & Co., G. A., grain and hay receivers.*†

BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., buyers and shippers, country grain.*

BUFFALO, N. Y.

Eastern Grain, Mill & Elevator Corporation, wheat, rye, corn, barley, oats.*†
Electric Grain Elevator Co., consignments.*†
Globe Grain Co., receivers and shippers.
McKillen, Inc., J. G., receiver.*
Pratt & Co., corn, oats, wheat.*
Ratcliffe, S. M., grain and hay.†
Seymour-Wood Grain Co., grain commission, consignments, brokers.*
Whitney-Eckstein Seed Co., wholesale seed merchants.

CHATTANOOGA, TENN.

Harbin, A. D., hay, grain and mill feeds.

CHICAGO, ILL.

Armour Grain Co., grain buyers.*
Bache & Co., J. S., grain, seeds, consignments.
Bailey & Co., E. W., commission merchants.*
Bartlett Frazier Co., receivers and shippers.*
Dickinson Co., Albert, seeds.
Dole & Co., J. H., commission merchants.*
Freeman & Co., Henry H., hay, straw, grain.*†
Gerstenberg & Co., grain and seeds.*
Hitch & Carder, grain commission.*
Hoit & Co., Lowell, com. grain, seeds.
Hulburd, Warren & Chandler, com. merchants.*
Illinois Seed Co., seed merchants.
Lamson Bros. & Co., commission merchants.*
Leland & Co., E. F., grain and seeds.*
Mayfield & Co., consignments, grain and hay.
McCarthy Bros. Co., grain commission.
McKenna & Dickey, com. merchants.*
Miller & Co., Albert, hay and produce.†
Norris Grain Co., grain merchants.*
Paynter, H. M., grain commission.
Pope & Eckhardt Co., grain and seeds.*
Quaker Oats Co., wheat, corn, oats, barley, rye.
Rosenbaum Grain Co., J., shippers.*
Rumsey & Co., grain commission.*
Sawers Grain Co., grain commission.*
Schiffin & Co., Philip H., com. merchants.*
Shaffer, J. C., & Co., grain merchants.*
Updike Grain Co., consignments.
Wegener Bros., grain commission.*

CINCINNATI, OHIO.

Perin, Brouse, Skidmore Grain & Milling Co., rec. and shipper.*†

CLEVELAND, OHIO.

Cleveland Grain & Milling Co., receivers and shippers.*†
Shepard, Clark Co., grain merchants.*†

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.*†
*Members Grain Dealers' National Association.

DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay, beans.*†

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DES MOINES, IOWA.

Des Moines Elevator & Grain Co., grain merchants.*
Mid-West Consumers' Grain Co., grain merchants.*
Taylor & Patton Co., grain merchants.*

DETROIT, MICH.

Dumont, Roberts & Co., receivers, shippers.*

DULUTH, MINN.

White Grain Co., grain and hay.*†

GREENSBORO, N. C.

Moon-Taylor Co., grain, feed and hay brokers.*†

INDIANAPOLIS, IND.

Kinney, H. E., Grain Co., grain, hay, feed.*†
McCardle-Black Co., grain commission.*
Steinhart Grain Co., grain commission.*
Urmston & Son, Inc., grain commission.
Witt, Frank A., grain commission and brokerage.*

KANSAS CITY, MO.

Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., corn and oats.*

LIMA, OHIO.

Hurley Buchholtz Co., wholesale grain, hay, straw.†

LITTLE ROCK, ARK.

Wilson Co., Jno. R., corn, oats, mill feeds.

LYNCHBURG, VA.

Moon-Taylor Co., grain, feed and hay brokers.*†

MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.†

MIDDLEPOINT, OHIO

Pollock Grain Co., wholesale grain, hay.*

MILWAUKEE, WIS.

Bacon Co., E. P., grain commission.*
Bell & Co., W. M., shippers.*
Blanchard Grain Co., grain merchants.*
Courteen Seed Co., seeds.
Donahue-Stratton Co., buyers and shippers.*
Kamm Co., P. C., grain merchants.*
La Budde Feed & Grain Co., wholesale feed, grain hay.
Milwaukee Seed Co., seed.*
North American Seed Co., seed.

MINNEAPOLIS, MINN.

Cereal Grading Co., grain merchants.*
McCaull-Dinsmore Co., com. merchants.*
Quinn, Shepherdson Co., grain merchants.*

NEW BERN, N. C.

Meadows, J. A., buyer, hay, grain and feed.*†

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*
†Members National Hay Association.

NEW YORK, N. Y.

Forbell & Co., L. W., com. merchants.*
McKinney & Wilson, grain brokers.*
Nungesser-Dickinson Seed Co., seeds.

NORFOLK, VA.

Moon-Taylor Co., grain, feed and hay brokers.*†

PEORIA, ILL.

Dewey & Sons, W. W., grain commission.*
Harrison, Ward & Co., receivers and shippers.
Luke Grain Co., grain commission.*
Miles, P. B. & C. C., grain commission.*†
Mueller Grain Co., receivers and shippers.*
Turner-Hudnut Co., grain commission.*

PHILADELPHIA, PA.

Delp Grain Co., E. E., grain commission.*
Miller & Sons, L. F., receivers and shippers.*†
Richardson Bros., grain, flour, mill feeds.*
Young & Co., S. H., grain, flour and feeds.

PITTSBURGH, PA.

Allen & Co., H. S., grain, feed.*
Foster Co., C. A., wholesale grain, hay.*†
Harper Grain Co., grain commission.
McCague, R. S., grain and hay.*†
Stewart Co., Jesse C., corn, oats, rye, mill feed.*
Walton Co., Saml., grain, hay, mill feed.*

RICHMOND, VA.

Moon-Taylor Co., grain, feed and hay brokers.*†

SIOUX CITY, IOWA

Acme Hay and Mill-Feed Co., mill feeds, tankage.†

ST. JOSEPH, MO.

A. J. Elevator Company, The, consignments solicited.*

ST. LOUIS, MO.

Agricultural Seed Co., seeds.
Edwards & Co., W. J., grain merchants.*
Elmore-Schultz Grain Co., receivers, shippers.*†
Graham & Martin Grain Co., rec. exclusively.*†
Mangelsdorf & Bro., Ed. F., seeds.
Marshall Hall Grain Co., receivers, shippers and exporters.*
Martin & Knowlton Grain Co., grain, hay, seeds.*†
Nanson Commission Co., receivers, shippers.*†
Picker & Beardsley Com. Co., grain, hay.*†
Prunty, Chas. E., grain and seeds.*
Toberman, Mackey & Co., grain, hay, seeds.*†
Turner Grain Co., grain commission.*

SIDNEY, OHIO.

Wells Co., J. E., wholesale grain, seed.*
Custenbolder & Co., E. T., grain and seeds, car load lots.*

TIFFIN, OHIO.

Sneath-Cunningham Co., grain and seeds.

TOLEDO, OHIO.

De Vore & Co., H. W., grain, seeds.*
King & Co., C. A., grain and seeds.*†
Raddatz & Co., H. D., grain, seeds.*
Southworth & Co., grain and seeds.*†
Wickenhiser & Co., John, grain dealers.*

TOPEKA, KAN.

Derby Grain Co., wheat, oats, corn.*

WINCHESTER, IND.

Goodrich Bros., wholesale grain, seeds, hay.*†

The Corn Exchange National Bank

OF CHICAGO

Capital - - - - - \$ 5,000,000.00
Surplus and Profits - 10,000,000.00

OFFICERS

ERNEST A. HAMILL, Chairman of the Board.
EDMUND D. HULBERT, President.
CHARLES L. HUTCHINSON, Vice-Pres.
OWEN T. REEVES, JR., Vice-President.
J. EDWARD MAASS, Vice-President.
NORMAN J. FORD, Vice-President.

JAMES G. WAKEFIELD, Vice-Pres.
EDWARD F. SCHOENECK, Cashier
LEWIS E. GARY, Assistant Cashier
JAMES A. WALKER, Assistant Cashier
CHARLES NOVAK, Assistant Cashier
HUGH J. SINCLAIR, Assistant Cashier

DIRECTORS

WATSON F. BLAIR
CHAUNCEY B. BORLAND
EDWARD B. BUTLER
BENJAMIN CARPENTER
CLYDE M. CARR
HENRY P. CROWELL
ERNEST A. HAMILL
EDMUND D. HULBERT

CHARLES H. HULBURD
CHARLES L. HUTCHINSON
JOHN J. MITCHELL
MARTIN A. RYERSON
J. HARRY SELZ
EDWARD A. SHEDD
ROBERT J. THORNE
CHARLES H. WACKER

UNITED STATES DEPOSITARY

Foreign Exchange

Cable Transfers

Letters of Credit

Accounts of grain elevator operators and commission men throughout the country respectfully solicited

HESS GRAIN DRIERS and CONDITIONERS

Moisture Testers
and Accessories
Dockage Sieves and
Scales
Emerson Kickers
Boerner Samplers
Bucket Testers and
All Kinds of Sampling
and Testing
Apparatus

Ask for booklets

Hess Warming and Ventilating Co.
1210 Tacoma Bldg. Chicago



ANY operators of elevators and flour mills have derived help from the ingenious devices published in the "Book of Wrinkles." The great demand for this book, which is now in its Fifth Edition, impelled the publishers to issue a new volume in the series:

Milling Kinks

which has met the same favorable reception as its predecessor. The First Edition of "Milling Kinks" is being rapidly exhausted. Better order your copy now.



THE new book, "Milling Kinks," is uniform in size and style with the "Book of Wrinkles" and contains 169 illustrated devices, many of which are of as much value to Elevator Operators as to Millers and Millwrights. Chapters are included on: Bins, Hoppers and Sinks; Valves and Spouting; Elevators and Conveyors; Receiving, Separating and Cleaning; Roll Auxiliaries; Sifters and Bolters; Belting and Transmission; Blending and Tempering; Filling and Packing; Sampling and Testing; Dust Collection; Lubrication; Heating, Ventilating and Fumigating; Special Tools and Devices; Miscellaneous.

Price \$1.25 postpaid (while the present edition lasts)

MITCHELL BROS. PUBLISHING COMPANY
431 South Dearborn St., Chicago, Ill.

WONDER GRAIN CLEANER

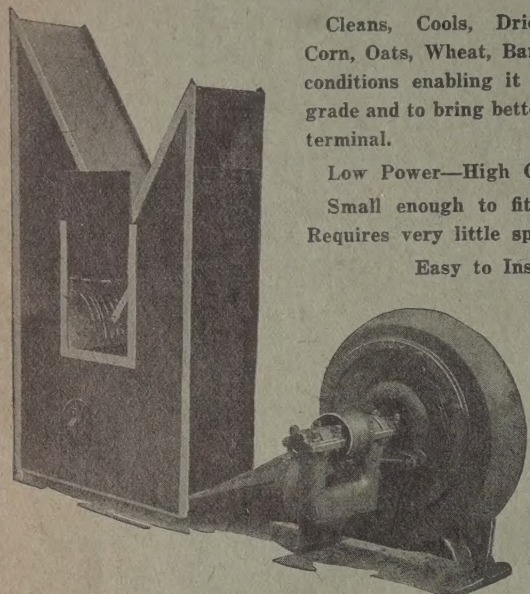
(PATENTED)

Cleans, Cools, Dries, Conditions
Corn, Oats, Wheat, Barley, etc. in all
conditions enabling it to test higher
grade and to bring better prices at the
terminal.

Low Power—High Capacity.

Small enough to fit any elevator.
Requires very little space.

Easy to Install.



Circular Describing, Showing Tests and Cost of Operation
Sent on Request

WELLER MANUFACTURING CO.
CHICAGO

SALES OFFICES

NEW YORK BOSTON BALTIMORE PITTSBURGH
CLEVELAND SALT LAKE CITY SAN FRANCISCO



Want Efficiency?

—then buy Strong-Scott
machinery

Profits in every elevator depend upon how **economically** grain is handled. It might be bought right and it might be sold right but if it is **handled** at an excessive cost, no real profit can be made from the transaction.

Modern grain-handling machinery, such as designed and manufactured by this house will help you handle grain at a **real profit**. Years of actual work under all conditions has proved the efficiency of our machinery.

There is going to be a lot of remodelling and new machinery installed this summer to promote elevator efficiency.

How about **your** elevator? Write us before doing anything definite.

The Strong-Scott Mfg. Co.

"Everything for Every Mill and Elevator"

Minneapolis, Minn.

Great Falls, Mont.

MOHAWK



RUBBER BELTING

For many years the Standard
Belting for elevators

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

The Gutta Percha & Rubber Mfg. Co.

301 W. Randolph St.

CHICAGO

New York, Boston, Philadelphia, San Francisco, Seattle